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CROCKERY & GLASS JOURNAL

NEW YORK, JAN. 4, 1912

What of the Future?

A Retrospect and a Forecast. Stocks Low All Over the Country. The Only Trouble with Trade Said to be Hesitancy.

IN reviewing the condition of trade for the year 1911 it is found that the imports of china and earthenware for ten months ending the first of November have fallen off \$220,573. While these are the latest figures issued by the Government, it is probable that the relative proportions for the rest of the year will not vary much, as generally the goods are all in by the first of November. English earthenware fell off \$270,263, French china \$186,638; Germany gained \$206,856. The amount of china in bonded warehouses in New York on Dec. 30 was \$467,751. The American manufacturers will in all probability show a gain over last year.

The total amount of glass imported shows a falling off of over a million dollars, while the output of the American manufacturers was probably a little larger than last year.

Our contention that stocks throughout the country in the hands of the retailers are low is verified by the report of the United Board of Underwriters of the United States which recently issued a statement to the effect that the amount of insured goods of all kinds throughout the country was a little more than thirty per cent. less than in 1910. This does not convey the whole story. For two years or more the retailers have been depleting their stocks, and the quantity on hand now must be infinitesimal.

It goes without saying that if the crockery dealers intend to remain in business they must have goods to sell. The average merchant cuts his garment according to the cloth, and while the falling off in business has been considerable, expenses have been cut accordingly. Therefore, while no one has made much money, they probably have not lost much.

There has been no reduction in the price of imported goods, but the domestic manufacturers, both of crockery and glass, have reduced their rates very materially. This is particularly true of glass, and nothing but the volume of trade has saved American manufacturers from doing business at a loss.

There have been some firms, both importers and manufacturers, who will show a handsome gain; but these are not in the majority, by any means.

In times such as these one man's opinion is as good as another's as to the future. Prominent men in the affairs of the country have been interviewed by the daily press, and it is found that one merchant prince or manufacturing magnate will see a rosy future, while per contra others cannot see very much that is encouraging. As far as the crockery trade is concerned, it certainly has reached bottom, and any move must be upward. Consumers have not bought freely since 1907—nearly five years—and as that is the average life of a dinner set, it is about time that they began to replenish.

The immense number of hotels that have been erected within the last two years have been responsible for a very good proportion of the consumption of ware. They are also responsible for more breakage in proportion to their purchases than the private individual; and as every hotel in the country has been busy and made money, the prospect of a good trade in this direction is excellent. Good times or bad times, glass will break; so there is every reason to believe that as much glass will be manufactured in 1912 as in the past year. Under the circumstances it does seem as if there was an excellent prospect of a revival of trade in our lines.

A noted railroad man, who has prognosticated conditions very correctly so far, stated in an interview in one of our public prints on Saturday last that as far as he could see the trouble with business at the present time could be summed up in one word, "hesitancy." The country is rich, labor is well employed, and it only requires the determination to go ahead to put things where they belong. The Presidential campaign is a bugaboo which ought to be ignored. People are not going to stop eating, using crockery, or buying clothes, hats or shoes, because there is to be a Presidential election. Tariff agitation, of course,

will have some influence. In all probability, however, Congress has enough on hand with wool and steel to keep it busy all summer, and from the best information available it is not likely that it will reach Schedule B this year; so for a year at least merchants in our lines can go ahead without bothering about this.

A prominent merchant said this week: "The country as a whole is saturated with latent prosperity. Every line of production East and West, agricultural and industrial, is prosperous, except so much of it as depends on the promotion of new enterprises and extensions of old ones, in which nothing, unless absolutely necessary, is being done. Courts are beginning to define, and business is beginning to learn, what can and what cannot be done under the anti trust laws, and business is shaping itself in accordance. The only obstacle to a recurrence of general prosperity is the fear of a lot of new, indefinite laws, difficult of both interpretation and application."

The mid-holiday retail trade has been fairly good. As the wholesalers' trade depends upon the quantity of goods the retailers put out, every dollar's worth that the latter market before the buying season begins is so much to the good. Few retailers are complaining about what they did this fall. Trade came late, but it came big.

Pittsburgh and Vicinity. With the glass market filled with a host of new items, and the belief general that stocks are very low because of the holiday and "after-Christmas" sales, glass manufacturers are confident that business will start off well. A fair amount of staple business has been booked for January shipment and there have been more inquiries about new lines than prevailed a year ago. Prices on some items are reported a little unsteady, but with a tendency to tighten.

East Liverpool and Vicinity. Pottery manufacturers in this district are starting the new year under very favorable conditions. The holiday suspension of business was brief, some manufacturers closing the shops for Christmas Day and New Year's only. Mail orders are declared to be very fair for this time of the year. Salesmen will star out very shortly with new lines. Collections are reported good.

GOOD FOR TRADE.

THE French liner Rochambeau, on a recent trip from Havre, found a lot of tumult in her course, and more than 1,500 dishes and nearly all the glassware in the buffet were smashed; so the Gallic passengers were forced to drink absinthe from cups.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of October, 1911, compared with the same month in the preceding year, were as follows:

	1910	1911
Great Britain.....	\$253,027	\$276,860
Austria.....	74,826	71,054
France	179,958	184,786
Germany.....	546,591	505,435
Japan.....	124,521	126,558
Other Countries.....	87,640	25,777
Other Europe		
Total.....	\$1,215,563	\$1,209,970

FOR TEN MONTHS ENDING OCTOBER.

	1909	1910	1911
Great Britain...	\$2,281,587	\$2,321,904	\$2,051,281
Austria.....	671,681	611,690	578,107
France.....	1,546,787	1,607,082	1,420,444
Germany.....	3,160,190	3,670,328	3,837,184
Japan	1,052,297	1,099,778	1,072,521
Other Countries	245,372	310,312	302,068
Other Europe..			
Total..	\$8,930,864	\$9,481,094	\$9,261,831

TOYS

	1910	1911
Germany....	\$1,040,290	\$1,180,589
Other Countries	77,721	107,812
Total.....	\$1,118,011	\$1,288,401

FOR TEN MONTHS ENDING OCTOBER.

	1909	1910	1911
Germany.	\$4,328,163	\$5,766,206	\$6,894,418
Other Countries	472,318	670,038	819,517
Total.	\$5,300,486	\$6,436,244	\$7,713,935

GLASSWARE.

OCTOBER		FOR TEN MONTHS ENDING OCTOBER		
1910	1911	1909	1910	1911
\$606,582	\$591,826	\$4,918,532	\$6,107,004	\$5,304,529

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

OCTOBER		FOR TEN MONTHS ENDING OCTOBER		
1910	1911	1909	1910	1911
\$56,634	\$60,283	\$647,271	\$722,641	\$618,654

Among the Potteries

East and West

With a complete re arrangement of many of the sample rooms at **East Liverpool** and vicinity. local potteries, new lines displayed and a number of new specialties ready for the trade, the manufacturers are looking forward to a big business this month. Reports from all parts of the country are to the effect that stocks were fairly cleaned out during the holiday season, and a tendency now exists to anticipate wants in more liberal quantities than prevailed a year ago. The efforts the manufacturers are putting forth to better the American product of dinner ware has resulted in a decidedly increased business.

Will A. Rhodes, until recently identified with the office of the Warwick China Co., at Wheeling, W. Va., is now calling on pottery manufacturers with the Thomas Hulme "decal" line, which is represented here by Robert Spencer.

The First National Bank Building of this city has lost its grip as the local centre for supply houses, two of the concerns which have had offices there for years having removed to the Potters' Building & Savings Building. Palm, Fechteler & Co. have just removed there, being preceded by B. F. Drakenfeld & Co. Rudolph Gaertner & Co. have an office in this building, as well as the John Sant & Sons Co. clay concern.

The National China Co. is showing its new "Perfect" plain dinner shape in nearly two score decorations, quite a number of which are exclusive. The firm also has a new line of salads in an elaborate assortment of treatments. Full lines of standard Cable shape white granite and double thick hotel ware are also long assortments shown this season by this company.

Harry Hancock has been appointed manager of the decorating department of the Globe Pottery Co., vice Fred Olenhausen, resigned.

In volume of sales and re-orders the Smith-

Phillips China Co. experienced their best year during 1911, according to the records just completed. And this record was made on their "Princess" dinner shape, which has proved a winner from the start.

The F. E. Fowler Co., of New Haven, Conn., had their representative in the district during the last week, buying for immediate shipment. S. P. Megahan, of Pittsburgh, was also here doing business with the Colonial Pottery Co.

Jardinieres and pedestals are now being made from ordinary stoneware clay in a treatment that places the item on the market at an extremely low cost.

A new plain dinner shape is being placed on the market by the Crown Pottery Co., of Evansville, Ind. This plant is in charge of Henry Flinke, well known in the local district.

The No. 1 plant of the Homer Laughlin China Co., which has been inactive for many months, has been placed in operation. The company is now operating all of its properties. All the new lines are on display in the mammoth sample rooms at the Newell plant.

The Betterware Pottery Co., at Zanesville, O., has started operations. Only colored people are employed here, with a white superintendent in charge.

The Brush Pottery Co., Zanesville, last week dissolved its official organization, and George H. Brush has become the head of the new Brush-McCoy Pottery Co.

The French China Co. has doubled **Sebring, O.** the capacity of its sample room, and is showing a complete new line for 1912. Its new offices are the most elaborate in this territory.

The E. H. Sebring China Co. is making a feature of high class dinner ware. Since this company took

over the business of the Oliver China Co. a decided improvement in the product is noted. The company is operating to the limit.

The Saxon China Co. within a few weeks will be working to capacity in all departments. This concern will cater to the jobbing trade.

The Sebring Pottery Co. is showing some excellent new and original treatments on its dinner ware, while the specialty line is the most extensive yet arranged.

At the Limoges China Co. some very clever treatments in open stocks on dinner ware are being shown. A number of new specialties have been added, with the result that the line is the most extensive the company ever displayed.



The A. E. Hull Pottery Co. at Zanesville, O. Crooksville will spend \$30,000 in improvements and additions. It is planned to have a capacity of twenty-eight kilns in use in the manufacture of stoneware and stoneware specialties. An addition 400 by 80 feet is to be built, and probably 100 more employees will be added. Contracts for construction have been awarded.

ON THE PACIFIC COAST.

THE closing weeks of the season brought in a big volume of business, and by Christmas stocks were so reduced that some houses had a decided shortage in popular lines. The jobbers have done well also, for a good many retailers had bought rather lightly early in the fall for fear of a slump in trade, and in the end were obliged to call on the local wholesalers to help them out and enable them to keep at least fairly well stocked to the end. The weather was especially kind to the Pacific Coast dealers and continued clear and delightful, enabling buyers to keep up the good work of reducing the dealers' stocks to the very last; but immediately after Christmas the winter rains set in in earnest, and are now doing a valuable service in helping the crops get a good start.

The Hyman-Weil Co. on Mission street, San Francisco, have added a crockery and glass department. The lines carried will be all open stock, including staple lines of household and hotel crockery and glassware. The company will make no attempt to carry fancy lines or cut glass in the new departments. This concern has just bought out the old-established house of Levinson & Co., 33 Front street, which has made a specialty of wooden and willow

ware, fruit jars, etc., and will continue it as a branch store, handling goods for the jobbing trade only.

A number of changes are under way at the warehouses of the Anglo-American Importing Co. The main floor has been enlarged and is now 90x170 feet. One half is devoted to the lines carried in stock and the other to import samples. W. J. Quinn, who has been ill, is again at work in the store. Mr. Aronson, traveling man for the house, has returned from a trip through the Pacific Northwest.

S. J. Kraemer, president of the American Importing Co., is back from the East after a prolonged stay. A complete line of Japanese china is now being unpacked.

Himmelstern Bros. have got in a carload of Luceo shades from the Jefferson Glass Co., Follansbee, W. Va. There has been an enormous demand for this line, and 1912 is expected to break all records.

Crockery and housefurnishing departments have been put in by F. Nichols, who is just opening a new hardware store in the Flynn building in the Westlake district of Los Angeles, Cal.

James Guild, well known in Honolulu as the manager of the household departments of E. O. Hall & Son of that city, has leased the Collins building on King street, Honolulu, and after the necessary alterations are made will establish himself in business with a complete line of housefurnishings.

George Lewis, president of Shreve & Co., has left San Francisco for an extended trip to Europe mainly for pleasure and recreation, though a little business may be done on the side.

M. Heyman, with the Cowen Heineberg Co., San Francisco, will open a line of samples of Japanese cups and saucers at the La Salle Hotel, Chicago, about January 20, and later will be at the Hotel Flanders in New York.

BUSINESS BRIEFS.

The crockery store of T. F. Connor, Pittsfield, Me., was destroyed by fire December 31.

The annual meeting of the American Ceramic Society will be held in Chicago this year, the first session being held March 4.

The Tower Mfg. and Novelty Co., 350 Broadway, this city, have disposed of their china and glass departments and will discontinue this branch of the business.

The new McCrory Building, Huntington, W. Va.,

was destroyed by fire December 31. The loss is estimated at \$150,000. A lighted cigarette dropped in rubbish was the cause.

Maxwell & Co., department store in Brooklyn, are closing out their crockery and glass department, and will confine themselves strictly to dry goods hereafter.

A petition in bankruptcy has been filed against Joseph Goldman, jobber in crockery, 206 Forsyth street. Liabilities are \$5,000 and assets \$1,200. Judge Hough appointed Geo. F. Bentley receiver and authorized him to continue business ten days.

CHINA MERCHANT RETIRES.

ON December 30 W. D. Wharton retired from the retail trade in Appleton, Wis., after a successful career covering twenty-nine years. The stock of china, glass, etc., has been sold to the Pettibone-Peabody Co.

Mr. Wharton first entered the retail china business on College avenue on Saturday, Dec. 30, 1882, and retired twenty-nine years later on the same day of the month and on the same day of the week. Although retiring permanently from the china trade, his activities in the world of business will not cease. His plans for the future, however, are not definitely laid out.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending January 2, 1912.

ANTWERP		
190 packages glassware.....	B Gunthel	
17 " ".....	E Terlotting	
15 " ".....	A Berger & Co	
1,084 " ".....	Miscellaneous Orders	
1 " earthenware.....	L Straus & Sons	
6 " ".....	C J Dierckx & Co	
2 " ".....	Fensterer & Ruhe	
17 " ".....	L D Bloch & Co	
14 " ".....	G F Bassett & Co	
7 " ".....	Koscherak Bros	
2 " chinaware.....	Frank & DeKeyser	
6 " toys.....	B Illfelder & Co	
16 " ".....	Strobel & Wilken Co	
44 " ".....	Miscellaneous Orders	
BREMEN		
2 packages glassware.....	L Straus & Sons	
18 " ".....	H Endemann	
159 " ".....	Eimer & Amend	
10 " ".....	A Steinhardt & Bro	
12 " ".....	Samstag & Hilder Bros	
279 " ".....	Miscellaneous Orders	
14 " chinaware.....	Strobel & Wilken Co	
191 " earthenware.....	Geo Borgfeldt & Co	
47 " ".....	Karl Hutter	
6 " ".....	L Straus & Sons	
44 " ".....	Bawo & Dotter	
61 " ".....	Miscellaneous Orders	
144 " toys.....	Geo Borgfeldt & Co	
13 " ".....	F A O Schwartz	
7 " ".....	Samstag & Hilder Bros	
97 " ".....	Strobel & Wilken Co	
103 " ".....	Miscellaneous Orders	

HAMBURG		
55 packages glassware.....	Fensterer & Ruhe	
324 " ".....	W R Nee & Sons	
79 " ".....	F Euler & Co	
115 " ".....	O O Friedlander	
1 " ".....	Froeber & Vollrath	
29 " ".....	Brown Bros	
48 " ".....	Lazarus & Rosenfeld	
34 " ".....	Kmy-Scheerer Co	
7 " ".....	Geo Borgfeldt & Co	
14 " ".....	Knauth, Nachod & Kuhne	
512 " ".....	Miscellaneous Orders	
27 " chinaware.....	Strobel & Wilken Co	
1 " earthenware.....	Herman C Kupper	
11 " ".....	Geo Borgfeldt & Co	
3 " ".....	J Palme	
7 " ".....	J Wygand & Co	
79 " ".....	Bawo & Dotter	
23 " ".....	Koscherak Bros	
25 " ".....	O Goetz	
34 " ".....	L Straus & Sons	
51 " ".....	L D Bloch & Co	
307 " ".....	Miscellaneous Orders	
103 " toys.....	B Illfelder	
8 " ".....	Samstag & Hilder Bros	
2 " ".....	Knauth, Nachod & Kuhne	
5 " ".....	F W Woolworth & Co	
33 " ".....	Strobel & Wilken Co	
403 " ".....	Miscellaneous Orders	

HAVRE		
4 packages chinaware.....	Bawo & Dotter	
5 " ".....	Miscellaneous Orders	

GLASGOW		
28 packages glassware.....	H A Rogers & Co	

LIVERPOOL		
4 packages earthenware.....	The Rowland & Marsellus Co	
5 " ".....	L Straus & Sons	
56 " ".....	Maddock & Miller	
9 " ".....	G F Bassett & Co	
20 " ".....	R Slimmon & Co	
5 " ".....	Lazarus & Rosenfeld	
91 " ".....	F W Woolworth	
12 " ".....	W H Plummer	
4 " ".....	Fondeville & Van Iderstine	
1 " ".....	Fensterer & Ruhe	
23 " ".....	Meakin & Ridgway	
11 " ".....	H C Edmiston	
71 " ".....	W S Pitcairn	
89 " ".....	Miscellaneous Orders	
11 " toys.....	Geo Borgfeldt & Co	
22 " ".....	Miscellaneous Orders	

LIMOGES		
108 packages chinaware.....	Theodore Haviland & Co	

BORDEAUX		
567 packages chinaware.....	Haviland & Co	
29 " ".....	A G Moment	
12 " ".....	H R Churchill	
14 " ".....	Herman C Kupper	

ROTTERDAM		
27 packages earthenware.....	Geo Borgfeldt & Co	
20 " ".....	Lazarus & Rosenfeld	
58 " ".....	Miscellaneous Orders	

IMPORTS AT PORT OF BOSTON.

LIVERPOOL		
58 packages earthenware.....	Jones, McDuffee & Stratton Co	
2 " ".....	A W Chesterton	
21 " ".....	Mitchell, Woodbury Co	
17 " ".....	Rowland & Marsellus Co	
10 " ".....	Miscellaneous Orders	

ANTWERP		
85 packages earthenware.....	Jones, McDuffee & Stratton Co	
10 " ".....	First National Bank	
10 " ".....	American Express Co	
5 " ".....	Geo Borgfeldt & Co	

FOUNDED IN 1874.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 4, 1912.

AN opportunity for a live buyer to start a china and glass department in a large and progressive store in the South is open to the right man. One who has the capabilities to fill such a position, and will communicate with us, will be put in touch with the concern.

NEW YEAR RESOLUTIONS.

NOTHING we could write would be half as beautiful, inspiring and appropriate for this issue as the following, which we reprint from an advertisement by Saks & Co., of this city, in the daily press. Cut it out, pin it over your desk, and read it once a day till you know it by heart. It's worth it:

"To bear failure with courage and success with humility—to follow our judgment that judgment may not follow us—to whine a little less and work a little more—to deify duty rather than the dollar—to be a little less gratified and a little more grateful.

"To consult the heart in charity and the head in business—to be lavish in praise and negligent in blame—to speak in small type and think in capitals—to measure men more by merit than by money—to keep the bankroll in the pocket and out of the conversation—and to remember that the dollar sign is the last and not the initial letter in success.

"To be chary of giving advice and wary of accepting it—to stand pat in friendship, conviction and promise—to restrain habit and make a habit of restraint—to remember that duty, and not charity, begins at home—to carry a mirror to our own faults

rather than a telescope to other people's—and to remember that the defects we see in others are but the reflection of our own.

"To give a man his due before he's dead, because Providence will see that he gets it afterward—to remember that the echo of a knock reacts on the knocker—to reflect that men are better than they seem, and that we ourselves seem better than we really are—to stand on our merit and seek our ends independent of influence—to obligate neither our pockets nor our self-respect—to extend to others that same degree of mercy which has permitted us to live so long—and to remember that our enemies are just, whereas our friends are merciful.

"To aim high though our ways be cast in hopeless places—to radiate kind words and light the candles of hope—to indulge generous impulses without thought of reward—to observe punctilio in recognition of kindness, and forget its absence in others—to waste neither tears on the past nor fears on the future—to take life as we find it, and we shall find life as we take it—to keep the resolutions we make rather than to keep on making resolutions—and always to be honest in spite of ourselves.

"And as an infallible guide to "where we get off," to remember that we are but petulant units in a billion humans, on a planet which is but an atom in a cloud of solar dust, in a universe whose worlds are more innumerable than the sands that girt the shores and line the depths of the unplumbed sea."

PERSONAL.

WITH his face one broad smile Judge Seedorf was doing the District wishing everybody a Happy New Year. He is a happy man himself and keeps patting himself on the back because he is out of the china trade and does not have to worry about new samples, route lists and expense accounts.



H. R. Shirley, traveler for Maddock & Miller, is in town this week getting up his samples.



J. D. Dobbs, with Geo. F. Bassett & Co., who has been making his regular winter visit to the home office, left Tuesday night for the road. R. B. Parks, who represents the firm in the South, and is here on the same errand, will leave the latter part of this week. F. O. Shattuck, Eastern representative, is also here selecting samples preparatory to an early start over his territory.



J. M. Hart, formerly with J. D. Dithridge, and who has recently been carrying the Irving Cut Glass Co.'s samples, has taken another line—namely, old prints. This is Mr. Hart's old business, and he is not

only well posted in it, but quite a connoisseur. He carries with him about \$20,000 worth of these pictures. Last week one order amounted to \$3,000. He says it beats cut glass all to pieces.



W. J. Kennedy has re-entered the employ of A. A. Bean after employment otherwise for about four months. His love of the Heisey line proved too strong to keep him away, and he will take charge of the old territory as of yore.



Edgar Bottome, who has charge of the decorating shops of the Fostoria Glass Co., left New York for Moundsville on Monday. He and his family spent the holidays in New York, and while here he naturally paid visits to John Nixon and William Otten.



W. S. Creveling visited the factory of the Guernsey Earthenware Co., Cambridge, O., last week to go over matters for the coming year with Mr. Casey, the president. From there he started on his usual trip, and will not be near New York again until some time in March.



Frank W. Primrose has relinquished his position with Graham & Zenger.



A. H. Ledden has had enough of New York as a place of residence. The old love for Trenton has proved stronger than the passing fancy for a life in the gay city; so he has packed his trunk and with his wife and family has moved back to his home town, where they will live happily ever after.



Frank Bang, who looks after the interests of the Maddock Pottery Co. in New York and the East, is looking forward to a very busy year. While last year was thoroughly satisfactory, he expects the present to surpass it.



E. B. Dickinson, representing the Steubenville Pottery Co., the Corona Cut Glass Co., and the Liberty Cut Glass Co., in New York, was married on the 28th of December to Miss Florence C. Murphy of Milwaukee, Wis. The congratulations of the CROCKERY AND GLASS JOURNAL are heartily extended.



O. L. Sutherland, with Geo. F. Basseit & Co. will take a flying trip West, leaving this week. He will be back to look after his trade during the import season.



Charles A. Haviland, who until a year or so ago was with the Geo. Ferguson Co., New Rochelle, as buyer, was in the District Tuesday calling on one or two of his friends. Mr. Haviland, who had to go to Pennsylvania for his health, appears to have been

much benefitted and is now anxious to get back in the business.



R. E. L. Wells, with L. Straus & Sons, left this week for a short trip to shake hands with some of his old customers.



James Hanning, buyer for the Jordan-Marsh Co., Boston, spent a day in New York on his way to Europe. He sailed Thursday.



C. T. Woolley, with the Mitchell, Woodbury Co., was in New York this week. He will start for the road in a few days.



John E. Plummer will represent Graham & Zenger in the Western territory the coming year.



J. B. Coppedge has been in the market recently buying for a new chain of five and ten cent stores to be established in Georgia by the National Five and Ten Cent Store Co., the first of which is to be opened in New Brunswick, Ga.



C. H. Blumenauer, president of the Jefferson Glass Co., Follansbee, W. Va., spent the week end in New York on business. They are so busy at the factory that they closed down for only Christmas Day and New Year's.



L. Fritz, who has charge of the glassware department of Butler Bros., is in Pittsburgh making his selections.



S. Sipser starts out on a little trip Jan. 12. He will spend from the 13th to the 15th in Pennsylvania and arrive in Chicago on the 17th, where he will remain until the 22d. During his absence his son, L. Sipser, will be in charge of the Crown Novelty Co.'s affairs. The object of his visit to the home office at Chicago is to take up the question of new designs of lamps and plateaux.



J. B. Cooper will travel for Edward Boote the coming year.



L. F. Wilson, jobber in china and glass, Calgary, Alberta, Canada, is in town and will be here for a couple of weeks. He is registered at the Manhattan.



Mrs. Miller, one of the numerous buyers for Marshall Field & Co., has been in the market looking at lamps.



Mr. Higbee, of the John B. Higbee Glass Co., Bridgeville, Pa., was in town on Wednesday and

Thursday, returning home the latter part of the week.



Charles L. Casey, president of the Guernsey Earthenware Co., was in the city Wednesday. He has started his men—six in all—on the road, and expects great results from their efforts.



Among the buyers in town this week were A. A. Spragne, with Howland Dry Goods Co., Bridgeport; A. F. Meter, with John V. Farwell Co., Chicago; J. B. Ivey, of the J. B. Ivey Co., Charlotte, N. C.; G. H. Guest, with the Jordan-Marsh Co., Boston; J. B. Brosseau, with Ed. Malley Co., New Haven; W. J. Brooks, with Jordan-Marsh Co., Boston; G. C. Tonolla, with A. Eisenberg, Baltimore; H. C. Bedlington and R. O'Leary, with Goodwin's, Ltd., Montreal.

SALESMEN'S ASSOCIATION NOTES.

AT the meeting of the Board of Directors held December 30 the following members were elected:

G. Ray Boyd, treasurer Cambridge Glass Co., Cambridge, O.
 Will C. McCartney, secretary Cambridge Glass Co.
 Samuel J. Gutter, with I. Silverberg, New York.
 Benjamin R. Petrikin, and Emmet G. Aduddell, with Guernsey Earthenware Co., Cambridge, O.
 David F. Dodds, with Monroe Glass Co., New York.
 William H. May, with Denholm & McKay Co., Worcester, Mass.
 Thos. J. Curtin, with John Mullin & Sons, Jersey City, N. J.
 David R. Block, with The Furst Co., Jersey City, N. J.
 John C. Peters, with Federal Glass Co., Baltimore.
 Max Fischman, manager United Novelty Co., New York.
 L. Arthur West, with H. C. Fry Glass Co., Rochester, Pa.
 Frank C. Meyer, with Bawo & Dotter, Ltd., New York.
 Maurice W. Belmuth, Julius E. Bieber, Edward H. D. Eckert, and Theodore E. Heyer, with Fensterer & Ruhe, New York.
 John C. Fisher, New York
 Paul C. Maylone, with Manning-Bowman Co., New York.
 Aloysius L. Gable, with Kearns-Gorsuch Co., Zanesville, O.
 Charles B. Levy and Abraham Klayf, with Koscherak Bros., New York.
 Joseph D. Nunan, with Tiffany & Co., New York.
 Henry Bigart, with L. D. Bloch & Co., New York.
 Wm. E. Murphy, with John Morgan & Sons, New York.
 Wm. F. Krauss, with Geo. H. Bowman Co., New York
 John M. Kipp, vice-president Depasse Mfg. Co., New York.
 Harry F. McKenzie, with George Hamilton, New York.

Joseph F. O'Gorman won the watch for bringing in the greatest number of new members with a score of 33, beating his nearest competitor by 5. Following is a list of the contestants: Jos. F. O'Gorman 33, W. S. Creveling 28, John H. D. Rowan 14, E. H. Bennett 8, C. H. Taylor 7, John Nixon 5, R. E. L. Wells, H. S. Mirrieles, Arthur A. Bean, J. D. Bergen, H. J. Gute, 3 each; Arthur V. Rose, W. R. Nieper, Edw. Gibson, J. D. Dithridge, Ira A. Jones, 2 each; Wm. C. Grimmell, Wm. Q. Wilcox, A. H. Hays, George Hamilton, Herman Siegel, Ed. M. Beck, A. H. Ledden, Chas. A. Cook, C. J. De la Croix, Oscar A. Weber, S. W. Bergstresser, E. M. Uniack, Jr., Wm. H. Lum, Chas. L. Kerr, Gerard S. Bryce, C. Nick Muessig, W. L. Mirrieles, W. H. Schreiber, Thos. G. Jones, C. T. McKenna, David W. Denton, 1 each. Total, 141.

* *

The accession of 141 members for the year breaks the record. The previous highest number was under Charles H. Taylor's administration, when 126 were gathered in. The membership is now over 900, and it is believed that before the present year is out more than a thousand will be enrolled. That Mr. O'Gorman will continue to do his share in this praiseworthy work will be seen by the very generous offer contained in the following letter:

January 2, 1912.

R. E. L. WELLS, President Pottery, Glass and Brass Salesmen's Association:

My Dear Mr. President: As confided to you personally after to-day's Board meeting, I have determined to re-offer your superb prize watch, which I won in the recent contest, for competition among the members of the Association in 1912—the one bringing in the greatest number of new members between January 2 and the date of the annual meeting in December next (end of fiscal year) to become its owner.

I have also determined to offer as an additional inducement for strenuous endeavor a solid gold medal, with the Association emblem in enamels, done into a watch fob—as an additional prize to the winner, provided he secures fifty or more new members.

When I entered last year's contest I had no idea of winning the handsome and costly prize you offered, but as the year drew to a close and I saw I had a chance my fighting spirit arose—I determined to win. Not that I cared so much about the value of the prize or the character thereof, though any member might be justly proud in its ownership, but I considered the honor something great indeed. It gave me the opportunity, too, of proving to my fellow members that we hadn't "already corralled everybody in sight," as has been often stated heretofore. There are hundreds yet outside the fold.

Some folks said towards the close of the recent contest that they "didn't think it fair" for me "to compete"—why, I can't imagine, unless because of my official position in the organization. I don't know of an instance where this counted for anything in securing a candidate for membership. The fact, however, that I shared the lead with another gentleman in the watch contest was widely discussed, and when in the final round-up I called on men whom I have been endeavoring to "land" for as many as five years they "came across" each with the remark, "I want to see you win that watch. I am proud to acknowledge their personal interest in my success.

The contest has been the means of bringing into the organization 141 new members this year. I trust that the keen interest awakened will be maintained

through 1912 and that our objective "1000 members" will have been secured early in the year.

I shall solicit for new members this year as I have always done, but of course any I may secure are not to figure in the watch contest. This is the only condition I make. Otherwise it is "free for all." Hoping for the immediate acceptance by the Board of Management, I remain,

Cordially yours,

J. F. O'GORMAN.

The 'vaudeville smoker' will be held by the Salesmen's Association on February 25 at the Cafe Martin, Broadway and Twenty-sixth street.

OBITUARY.

A POPLEXY was responsible for the death on Christmas night, at his home in St. Joseph, Mo., of Harry R. Koch, secretary-treasurer of the Regnier & Shoup Crockery Co. in that city.

Mr. Koch was a native of Pennsylvania and fifty-eight years of age. He became a member of the crockery concern with which he was identified at the time of his death while it was in Atchison, and went to St. Joseph when it removed there in 1883. He is survived by his wife and four daughters.

Bertram Leo Schlessinger, who was associated in the toy business with his father, Leo Schlessinger, at 372 South street, this city, died Jan. 1. He was twenty-six years old. His wife survives him.

D. Klamp, with Henry Endemann, died suddenly of intestinal hemorrhage on Sunday evening last. Mr. Klamp, who was born in Bremen, Germany, thirty-eight years ago, came to New York in 1888, and was engaged as an office boy by F. W. Buning & Co. When Endemann & Churchill succeeded to that business Mr. Klamp remained with them, and when they dissolved he went with Henry Endemann. He had been in apparent good health up to the Thursday preceding the Sunday on which he died. He failed to report for business on Thursday, but was at the office Friday. He did not show up on Saturday, as he had a slight hemorrhage on Friday night. At noon on Sunday the second and fatal one occurred. He was unmarried, and his only relative in this country is a sister who lives in Brooklyn. He was a member of the Salesmen's Association.

John W. Burgess died suddenly of heart disease at Hockessin, Delaware, December 31, aged 60. Mr. Burgess began his career as an office boy with Burgess & Goddard, with whom he remained up to 1885. He then became associated with his brother, William Burgess, in the International Pottery Co., Trenton. Later he purchased an interest in the Lacey China Clay Bank, which he left to take a position as assistant appraiser of the port of New York under Shaw.

When Mr. Shaw went out Mr. Burgess left the service and has been living in Newark. He was on a visit to his daughter in Delaware when he was seized with his fatal illness.

AT BOSTON.

SEVERAL members of the Boston coterie have received new sample lines this week, and others expect theirs inside of a week or two. A good season is looked for.

Charles A. Kaiser (Morimura Bros.) is at the Boston offices until January 18. The entire new import line has been received, and contains some striking features.

Alfred Burke & Co., Leominster Mass., manufacturers of novelties, have filed a voluntary petition in bankruptcy. Liabilities \$39,662, assets \$38,325.

A new corporation is the American Five and Ten Cent Stores Co., Portland, Me., with a capital of \$1,000,000. President, Clarence E. Eaton; treasurer, T. L. Croteau; clerk, Jas. E. Manter; all of Portland.

Geo. W. Beals, representing Goodwin & Kintz, has returned from a trip throughout Pennsylvania and intermediate territory.

The store of Thomas F. Connor, Pittsfield, Mass., carrying a general line of crockery, kitchen furnishings, etc., was fire-gutted December 28.

James Leary, buyer for the "Outlet," Providence, has departed Pittsburgh-ward.

W. M. Pingree, Boston manager for the Tajimi Co., has received the new line of import samples. Mr. Pingree and Mr. Fuller, salesman, will go to New York in a few days to view the spring goods there.

The department store of Wardwell, Emery Co., Waterville, Me., was totally destroyed by fire last week.

Winfield S. Carr, of W. S. Carr Co., kitchen furnishings, 95 Pearl street, passed away last week. Mr. Carr was well known among the trade.

New samples of "Alba Lustre" glassware have been received at the warerooms of George A. Granville.

The Williamstown Glass Sales Co. report assets of \$70,090.

Houghton & Dutton Co. are featuring a \$12,000

sale of china and glassware which arrived too late for their holiday trade.

Paul M. Phillips, representing S. A. Weller, returned to the Hub Monday from a sojourn at Zanesville, O.

"Jim" Uniack, representing the Hunt Cut Glass Co., made his headquarters at Young's last week for a few days.

Among the buyers visiting the city were Messrs. Alton and Hatch, of Portsmouth and Dover, N. H., respectively

AMERICAN BRASS ENDS SUBSIDIARIES.

THE Ansonia Brass and Copper Co., Ansonia, Conn.; the Benedict & Burnham Mfg. Co., Waterbury, the Coe Brass Mfg. Co., Torrington and Ansonia, and the Waterbury Brass Co. went out of business Monday, and their operations, plants and good-will were taken over by the American Brass Co., now merely a holding corporation. By this process the American Brass Co., instead of controlling these companies as it has in the past, through stock ownership, will consolidate the entire business in its own hands.

The actual change in handling the business will be slight. Instead of the present subsidiaries, the American Brass Co. will have branches known by the names of the old corporations. Each branch will have its own accounts, as the companies do now, but checks will be drawn to and by the American Brass Co.

Besides the corporations that are to go out of business the American Brass Co. also controls the Chicago Brass Co. Kenosha, Wis., the Waterbury Brass Goods Corporation, and the Ansonia Land and Water Power Co. They are owned by the present subsidiaries, and under the new regime will become the property of the American Brass Co. through stock ownership. They may eventually be consolidated with it, as their parent companies are about to be, but that step has not been reached. Holmes, Booth & Hayden, another Waterbury brass house, was merged with the Benedict & Burnham Co. some time ago and now becomes merged with the main corporation.

The American Brass Co. was incorporated in Connecticut in 1903 to hold the stock of the four principal constituent companies. It acquired not only the control, but the entire capital stock of the constituent corporations. It was first capitalized at \$15,000,000, but this has twice been increased by \$2,500,000, so that the present capitalization is \$20,000,000. Of this, however, only \$15,000,000 has been issued.

The new arrangement will make no change in the chief officers of the American Brass Co., who will remain as follows: president, Charles F. Brooker;

vice presidents, Edward L. Frisbie, A. A. Cowles and James S. Elton; treasurer, John P. Elton; secretary, Gordon W. Burnham. The other directors are Thomas B. Kent, J. E. Wayland, E. Holbrook, Arthur C. James, John J. Sinclair, Cleveland H. Dodge, James A. Doughty, Adelbert P. Hine, and T. Brownell Burnham. Besides the three vice presidents elected by the board the organization of the company provides for several appointive vice presidents, and it is expected that some of the officers of the constituent companies will be named for these places.

The American Brass Co. has paid dividends of 5 per cent. since its organization, with extra dividends ranging from $\frac{1}{4}$ to $1\frac{1}{2}$ per cent. in different years. Its total receipts in 1907, when business was booming, were \$3,526,895. Last year they were \$1,069,860.

AT ST. LOUIS.

THE consolidation of the Wm. Barr Dry Goods Co. with the Famous (May Department Stores Co.) having been officially announced by Col. Moses Shoenberg, president of the Wm. Barr Co., from twelve to fourteen million dollars will be expended in the erection of a modern twenty-one story skyscraper at Sixth and Olive streets. Preparatory to razing the building occupied by the Wm. Barr Co. a big stock-reducing sale is now going on. The new building is to be completed April 1, 1913. The upper floors are to be occupied by various companies, and it will therefore be called the Railway Exchange Building. The title of the new firm is The Famous and Wm. Barr Co. David May, president of the Famous, is the head of the new firm, and Col. Moses Shoenberg is its vice-president. Besides moving stairways from the basement to the fourth floor, eighteen elevators for passengers and several for freight will be operated in the skyscraper. A tunnel will extend beneath Locust street to St. Charles and Sixth streets, where a ten-story warehouse will be erected. An electric conveyer will connect the two buildings. When the new structure is finished the Famous will leave its present location and its stock will be transferred to the skyscraper.

The holiday trade with Mound City retailers has been fairly satisfactory in some instances better than last year—and the outlook for the coming year is decidedly encouraging in the opinion of leading spirits connected with crockery and glass establishments. The usual lull in business after Christmas is almost lost sight of in the energetically conducted clearing sales which will continue for some time during January.

Many new and attractive creations in glass and pottery are arriving, and road men are preparing to leave the city to begin the battle for business anew

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. The erection of a large glass factory at Clarksburg, W. Va., during the coming year is noted as "among the possibilities."

Glass men back of the movement have visited that place, and are now weighing their information on fuel, taxes, shipping facilities and help. Several Pittsburgh and Eastern men are said to be behind the project. The company will manufacture a line of utility glass goods.

The Oriental Glass Co. has developed a new white color which gives promise of taking the place of opal and ivory treatments. It is being used on the new souvenir lines now being assembled. The Oriental is decorating table lines from the New Martinsville, W. Va., plant, Duncan & Miller Co. and United States Glass Co.

It is reported that L. E. Smith has withdrawn from the management of the L. E. Smith Glass Co., at Mt. Pleasant, Pa., and that he has located in Chicago with a number of lines as manufacturers' representative. The Weible Brothers now have the active management of this plant. Specialties are made for the packers' trade, together a line of souvenir goods. The firm was formerly in the decorating business at Jeannette, Pa., and removed to Mt. Pleasant over a year ago.

Three glass manufacturers are in the market this season with pressed glass portables and electroliers. The article has been on the market for many years in cut glass, but this is the first time it has been shown in pressed effects. So far, sales are reported good, and a great volume of business is looked for during the coming month, when the three lines will be shown all buyers visiting the district.

W. L. Gaston, Western salesman for the McKee Glass Co., has returned from a brief Western trip.

The Pennsylvania Glass Co., with sample rooms in the McCance Block, near the Seventh Avenue Hotel, is showing one of the longest lines of lighting glassware ever assembled here. Shades for both gas

and electricity are being displayed, and in dozens of new shapes and treatments.

The new etched and light cut blown patterns of the United States Glass Co. are admittedly the most clever conceptions in these lines the company has brought out in years. Border and floral effects are in an entirely new form. Business with this company gives promise of being good during January.

Harry Duncan, of the Duncan & Miller factory, Washington, Pa., was seen at the Glass Association rooms during the past week.

Buyers are expected to start to come into the market in full force next Monday. During the present week the salesmen were largely engaged in arranging their exhibits. Realizing this, buyers hold off making their trips until the second week of the "show." A larger crowd is looked for than appeared here last January.

The sample rooms of the Fenton Art Glass Co. and the Mortimer Glass Co., in the Lewis Block, have been re-arranged, and all new lines of iridescent ware are now being shown.

New lines in shades for gas and electric use, together with ceiling lights and cones, are being arranged by the Consolidated Lamp and Glass Co., and will be ready for the trade within a short while. Since his return from the East, President Henry McAfee has been very busy looking after the details of the new effects.

The Ripley Glass Co. has made a complete re-arrangement of its sample rooms in the House Building. Features of the display are the jar line, glass portable and electrolier, table goods, and a host of special items.

The task of securing the \$20,000 stock subscription for the new Wheeling (W. Va.) Tumbler Co. is progressing favorably. Within a short while it is expected the announcement will be made that the company is ready to start constructing its new plant

at Glenova, just east of Wheeling on the Panhandle Traction lines.

George Frye has severed his connection with the Crystal Tumbler Co., Morgantown, W. Va., and become general manager of the Beaver Valley Glass Co., Rochester, Pa. He will be in charge, together with Mr. Foster, of the Beaver Valley exhibit at the Fort Pitt Hotel this year. Mr. Frye has just rounded out fifty years in the glass business.

Quigley Hamilton, of the Tarentum Glass Co., spent a few days at the Fort Pitt this week, and then went to Cleveland, where he made his first display of the year.

W. H. Deidrick, of the Deidrick Glass Co., East Liverpool and Rochester, Pa., spent several days at the Fort Pitt this week showing a line of new treatments in blown tumblers.

Buyers here this week are: George L. Lobsitz, with the Claflin Syndicate, New York; Frank R. Martin, with Cowell & Hubbard Co., Cleveland; Louis Fritz, with Butler Bros., New York; James F. Leary, with the "Outlet", Providence, R. I.; W. J. Ludwig, with W. L. Milner & Co., Toledo, O.; F. F. Debolt, of the Debolt-McKenty Syndicate, Pittsburgh and Alliance, O.; I. Leopold, of J. Leopold & Co., Baltimore.



As we go to press it is said that a Moundsville, meeting of the stockholders of the W. Va. Fostoria Glass Co. is in progress at which action was to be taken providing for a increase of the stock of the company to \$1,000,000. The company is also contemplating building a new furnace for blown ware, owing to the increase in sales of its silver-deposit goods.

AT CHICAGO.

WHILE a seasonable quiet pervades the china and glass trade at present, on all sides are to be heard expressions of confidence in the business expected during 1912, and stocks are being arranged, after the pre-Christmas devastation, for the activity that is expected about the middle of January. New arrangements effecting facility in the handling and display of goods are being carried out, and salesmen are busy putting their sample lines in shape for the inspection of outside buyers. In no quarter is there found any feeling but that of an optimistic outlook for 1912.

J. H. Diehl, of Louis Wolf & Co., is in New York for a few days.

A1. Brunn, who has succeeded F. R. Alexander

as local manager for Edward Miller & Co., is expected to arrive in Chicago early next week and take charge immediately.

F. L. Merrick, of the Bradley & Hubbard Mfg. Co., has gone to Meriden, Conn., to spend a few days at the factory there.

A. S. Frampton, sales maaager at the office of the Homewood Pottery Co. in this city, is visiting the headquarters of the company at Wheeling, W. Va.

The Queensware, Lamp and Novelty Co., manufacturers and importers, with offices in the Republic building, state that they have enjoyed the best business in the history of the company during the year just closing. Their present stock comprises a very extensive assortment of lamps, domes, electroliers, cut glass, high grade china, pressed glass, plateaux, mirrors, metal frames and hat racks, clocks and novelties. Beginning the first of the year this firm will also put out a new special vacuum cleaner which shows promise of meeting with wide favor. I. Silverman, sales manager, said that owing to the great increase of business six new salesmen would be added to the present force beginning early in January.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Dec. 16 '11	Correspond- ing period 1910	Exports Jan. 1 to Dec. 16, '11	Correspond ing period 1910
Boston	125	158	7360	7337
New York	131	147	7878	8668
Baltimore	2	272	10476	13264
Philadelphia	42	75	4070	5354
New Orleans	6	...	920	2250
Newport News . . . . .	...	...	153	204
San Francisco	65	...	817	93
Portland (Me.)	45	45	652	1153
Galveston . . . . .	...	...	948	1449
Portland (Or.)	5	...	93	25
Inland Points . . . . .	...	...	1128	1822
Total	421	697	34495	41624

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g Dec. 16, '11	Correspond- ing period 1910	Exports Jan. 1 to Dec. 16, '11	Correspond ing period 1910
New York	131	174	9951	9560
Boston	125	158	7378	7085
Philadelphia	42	72	4053	5591
Baltimore	2	272	10392	13327
San Francisco	65	...	926	244
New Orleans	6	...	1003	2251
Portland (Me.)	80	45	558	2072
Galveston . . . . .	...	...	948	1531
Newport News . . . . .	...	...	53	971
Portland (Or.)	5	...	72	55
Inland Points	2	...	395	1318
Total	458	721	35729	44005

The New York Crocery and Glass District.

THE new samples of glassware are coming in quickly, and the show tables in the District present an attractive aspect. This seasons seems to be prolific in new patterns, each firm vieing with the other to see which can bring out the most pleasing.

The new line of the Fostoria Glass Co. is a plain pressed optic effect. The shapes are very elegant in their outline. A complete assortment will be put on the market. Both needle and plate etched designs are also being applied and should appeal to those of quiet tastes.

The United States Glass Co.'s new showrooms at 71-73 Murray street are now in order, and D. King Irwin is very proud of what he says are the handsomest glass sample rooms in the District.

Having selected the line they will run this year, the Goodwin & Kintz Co. are offering for sale at bargain prices the samples of gas and electric portables which have been discontinued.

The American Art Glass Co. have a beautiful line of new dome shades for this year. Some very novel effects are obtained in the glass, differing materially from anything heretofore seen. The traveling force will be Jacob Hartman and S. B. Clark for the East, R. E. Keeler on the Pacific Coast and Joseph Kahen for the Middle West.

The Eagle Glass and Mfg. Co. have sent to their New York representatives, Malone & Nicholson, 32 Park Place, a great assortment of new designs and patterns in small decorated night lamps of original and striking design. There are between fifty and sixty to choose from. There are also new pepper and salt shakers and molasses jugs, vases, and a general line of novelties, decorated with burnt-in as well as cold colors. The Crescent Glass Co., Wellsburg, W.

Va., have just appointed this firm their agents for New York and the East, and are sending in a complete line of samples of their blown tumblers.

E. Torlotting is showing some very handsome designs in gold encrustations. One has a diamond panel in conventional style that intersects a handsome border at various points, the latter bearing a floral design within it. Another has a border composed of decorative squares, above which is a further border of fleur-de-lis.

Fred Skelton, representing the Jefferson Glass Co., Follansbee, W. Va., has taken one-half of the ninth floor at 71 Murray street, and will move there about the first of February.

Paul Joseph has received from the Duncan & Miller Glass Co. samples of the new season's line of table glassware, known as No. 81. The shapes are dignified in their Puritan plainness, which, however, is relieved by a sunburst star decoration that is very attractive.

The crystal lamps being shown by William Dealing from the Cambridge Glass Co. are proving good sellers, re-orders being received in satisfactory quantities. It is hard to distinguish, unless closely examined, the "Nearcut" lamps from the genuine cut glass articles. The shapes are artistic and elegant, and they may be had for electricity, gas or oil.

There are few in the glass business who give deeper or more intelligent thought to the getting out of new designs in tableware than Bryce Bros. and their New York representative, J. Durcan Dithridge. This year many new things have been prepared that surpass in beauty anything that has hitherto emanated from this progressive factory. Rock crystal cuttings of exquisite workmanship,

stone engravings and etchings of unusual merit are among the creations, and the variety is such that every taste can be suited.

Ledden & Bates have had a record year with the product of the Guernsey Earthenware Co. The manufacturers of mounted goods have been excellent customers, for the reason that the wares are made in practical shapes, deliveries can be depended upon, and the quality is always up to the standard. Two new shapes have been added for this kind of work—one an octagonal casserole, the other square, for salad.

A new consignment of mounted trays and coasters has been received by E. R. Thieler from the Mettlach factory of Villeroy & Boch. The designs on the trays include a number of floral conceptions and a variety of borders. The coasters bear as decorations many Dutch scenes and quaint children in gay costumes. The mountings are of solid brass, nickel-plated.

The casks are now on the docks containing the new dinnerware patterns made by Porcelaines G. D. A. Included is a new hape, the "Vendome," from which great things are expected.

Kennard L. Wedgwood has secured wareroom space in the new building 71 Murray street, but will not move until May 1.

AT PITTSBURGH.

CONCERNING the trade outlook for 1912, the largest glass and china buyers in the Pittsburgh district report as follows:

HARRY LEWIS, with Joseph Horne & Co.—"We had a good holiday trade. Business with the Horne Co., so far as this department is concerned, looks exceptionally good for the new year. Inquiries are a little more numerous, and the best lines are selling well."

I. ROTHSTEIN, with Kauffman—"We believe that the new year will be a good one. There is more liberality displayed in buying, and this is the best indication we have. Dinnerware has been moving excellently and our lighting lines are selling well just now. Glassware of all kinds is moving freely."

THOMAS A. NEELY, with Boggs & Buhl—"The past year was not so bad, after all is said and done. Dinnerware sold well throughout the season, and we are of the opinion that sales for 1912 will far exceed the records of 1911."

W. W. LANG, Pittsburgh manager for Kinney & Levan—"We look for good trade in 1912 right from

the start. There were one or two dull months during the old year, but we are perfectly satisfied. On all sides I hear that other lines are picking up, and when other firms are optimistic it makes new business. Looks to me as if the good old times are coming again."

Between January 23 and 30 there was not a china, glass or pottery salesman registered at any of the local hotels—the only week during the year that such an instance occurred.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

WANTED, LINES ON COMMISSION.

SELLING AGENT with established trade throughout the East and West, having large sample room in New York, desires lines on commission. Only manufacturers who have goods in metal or glass need answer. Address Box 776, this office.

HELP WANTED.

WANTED—Responsible man, or firm, permanently located in Chicago or St. Louis, to represent us between these cities and Denver, north and south. Experience in this territory and knowledge of the line necessary. C. DORFLINGER & SONS, 36 Murray St., New York.

WANTED—Experienced man to buy china, pictures, house-furnishings, sporting goods, dolls, toys. A live hustler desired. Young man with big department store experience preferred. Apply at once to SCHIPPER & BLOCK, Peoria, Ill.

SALESMAN to sell on commission old-established line of art glass shades, domes and complete lamps, in territory west of Hudson River and east of Utah, including the South. Address Box 783, this office.

WANTED—Salesmen on commission to sell a new line of gas and electric portables. Address Box 784, this office.

SITUATIONS WANTED.

A TRAVELING salesman of long experience, well posted in French and German dinnerware, glass and pottery, likewise fine English china and domestic dinnerware, would like to connect himself with a good house from January 1st. Can furnish unquestionable references. Indoor position preferred, or would accept either or both. An interview desired. Address Box 782, this office.

SALESMAN and foreign buyer open for engagement after January first. Several years' experience with leading firms of England and France. References of highest character. Address box 781, this office.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

CROCKERY & GLASS JOURNAL

NEW YORK, JAN. 11, 1912.

The Exposition at Pittsburgh.

A Success From the Start. New Patterns and Designs in Profusion. Buyers Take Goods Freely.

THE annual glass exhibit is now on in full force. Exceptionally clever treatments on blown and stemware lines are shown, while the pressed ware manufacturers appear to have put forth the "last word" in new table patterns. Buyers came into the district the very first day of the exhibit, and began buying with more freedom than at any time during the last three years. In a number of instances immediate shipments were wanted. The show this year is really worth while. There is not a dull line in it.

FORT PITT.

Cambridge Glass Co.—W. C. McCartney and Arthur J. Bennett in charge. Three new table lines are being shown this year. A feature of the display is the new pressed glass portable in six different patterns and designs. Four iridescent glass oil lamps, shade and bowl to match, are also new offerings. In table lines the rock crystal strawberry pattern and the diamond-border colonial ware are excellent. The display is cleverly arranged, and is far better than last year.

Economy Tumbler Co.—S. P. Kenny in charge—are featuring three decorations in double process etching. These are the "Poppy," the "Iris" and "Pond Lily" floral effects. Among the novel pieces are several new shapes and treatments in wall vases. In the single etched effects the oak leaf design is a distinct novelty. Five new lines of light cuttings are shown.

Vodrey Pottery Co.—T. A. Copperstone. A complete line of dinnerware in a varied lot of new treatments is being shown, quite a number of the patterns being exclusive offerings. The line of plaques is very attractive, the treatments being far in advance of last season.

John J. Higbee Glass Co.—Geo West in charge. This concern is showing two new lines of pressed

tableware and a new line of berries. In addition to these, in Room 227 is the Higbee all-glass sanitary hot or cold bottle. A quart size bottle with a metal handle is the latest addition to this line.

Bryce Bros. Co.—in charge of G. S. Bryce and W. H. Duvall. This display, as was the case last season, is one of the most attractive of the Show. Quite a number of new light cuttings and etchings are on view, the designs being clever floral conceptions. The light cut lines are along entirely new designs.

D. C. Jenkins Glass Co.—Howard Jenkins in charge. Just one new line of tank tableware is being shown. The successful lines of last year have been increased. The fish globe line has been increased from six gallons down. Five sizes in flat and footed display jars are displayed, together with a new line of colonial covered jugs in five different sizes.

Duncan & Miller Glass Co.—in charge of W. C. Lindsey, Joseph G. Rent and A. A. Graeser. One new table line is being shown possessing a sunburst star treatment. This line, which has always been a staple in blown ware, has a distinct cut glass effect. Two styles of lemonade sets and various sizes of berry sets are on display. Quite a lot of special pieces are also being shown.

The United States Glass Co. has a reception room at the Fort Pitt, in charge of David H. Prosser, where appointments are made for buyers to visit the factory sample rooms on the South Side.

Brush-McCoy Pottery Co.—J. F. Daley. This company is showing a complete line of stoneware specialties, together with a long line of glazed art goods, consisting of vases, jars and pedestals. Their latest creation is known as the "Woodlawn"

line, and the mould is a cleverly-executed piece of work. The line of specialties is the most extensive ever displayed in this city.

Corona Cut Glass Co., Crystal Tumbler Co., and Itasca Co.—represented by J. C. Jonas. The Corona is showing four new patterns in light cutting, while the Crystal has a complete line of light blown ware, in which a line of sand-blast treatments is included. The Itasca Co. has a line of spun and hammered brass goods, together with a short line of household specialties.

Cook Pottery Co.—represented by W. F. Ellisson. A complete line of dinner and toilet ware is on view, the treatments on both being more elaborate than presented on previous occasions. The line of plaques and salads is extensive, and bears some clever decorations.

Star Glass Co.—represented by W. J. Patterson. The line of chimneys and globes is much longer than shown here last year, and the treatments are more varied than on former lines. The display, while not an extensive one, is very complete.

A. H. Heisey & Co.—Charles Cassel in charge. A new table line of very light weight possesses a panel effect and star bottom. The popular Grecian key border table line which was brought out last year is shown again, and more extensively. Some very clever effects in vases are displayed, the lines having a rock crystal effect being especially good.

H Northwood Co.—represented by Carl Northwood. A new iridescent effect called the "Pearl" is being shown. The display is the largest ever made in Pittsburgh.

Jones, McDuffee & Stratton Co., represented by J. P. Gordon, has on display a complete assortment of new treatments on imported ware. As usual, Mr. Gordon has a lot of big red apples in a convenient place for the delectation of callers. The calendar tiles of this concern are also much appreciated.

Paden City Pottery Co., represented by W. H. Dunn, shows a new line of jet teapots and white lined cooking ware. This plant has been started with a capacity of two kilns, and early in the spring three more will be added. The factory is operated under the management of J. W. Tessell.

Cecil E. Taylor is occupying two rooms with the lines of the Taylor, Smith & Taylor Co., Rochester Cut Glass Co., and the Enterprise Glass Co. New treatments and effects are shown on all the goods.

Central Glass Co., represented by Thomas H. Butcher, is displaying a full line of blown and stemware. The "Minton" deep plate etched ware, with a full cut stem, the first pattern of the kind to be

brought out in this country, is the feature of the exhibit. This ware is made to go with the famous Minton china. The new four-leaf clover etched ware is shown in a full line of blown and stemware and tumblers.

Arlington Stamping Co., represented by W. H. Dunn, is showing a complete line of brass jardinieres, umbrella stands, fern dishes and novelties.

Phoenix Glass Co.—represented by Harry B. Whitney. The exhibit of lamps is more extensive than last season. New floral decorations are being shown, and the treatments are far in advance of past seasons. In a room adjoining the Phoenix display is a line of ware from the Rochester Tumbler Co., which is also under the charge of Mr. Whitney.

Hunt Cut Glass Co.—represented by J. M. Uniack. Two patterns, the "Royal," a patented mitre cut line, and the "Dahlia," a heavy floral cutting, are on view. The portable line of the Uniack Mfg. Co. in two finishes is also displayed. One is French verde and the other Empire gold. Both are for gas and electric

Smith Glass Co., Mt. Pleasant, Pa.—represented by Swaney Hall. A small line of glass specialties for the general trade and a number of new items for special trade purposes are displayed. Packers' goods are also made by this concern.

New Martinsville Glass and Mfg. Co.—David Fisher. Two lines are being featured this year. No. 717 is a figured pattern, No. 718 possesses a colonial effect. Both are good. A sanitary molasses can in three sizes is a winning specialty. The colonial table line is an exceptionally long one. Both lines are to be had in crystal and gold decorated. New plate, needle and monogram etchings are being shown on jugs, tumblers, stemware, sherbets and finger bowls. Lamps are also on view.

Steubenville Pottery Co.—represented by H. D. Wintringer. Dinnerware in many new treatments is being shown. The jug line, both with and without covers, is admitted to be one of the best on the market this season.

Eagle Glass and Mfg. Co.—S. O. Paull. Lighting glassware, as usual, is the feature of this display. A number of new shapes and treatments on gas and electric shades are being shown. Night lamps, salts and peppers are also exhibited in great variety. An added feature this season is a line of stamped metal goods for lamps and oil cups and cans.

The Keystone lines of plain colonial and cut glassware displayed by L. E. Smith are far more extensive than shown in 1911. An imitation rock crystal and cut is called the "Paul Revere." The cuttings are floral and star effects. The new "1700"

line, consisting of vases, candlesticks, lemonade sets, condiment sets and special pieces, is shown in Grecian and sunburst cuttings. _____

The Sterling Cut Glass Co. is represented by J. H. Johonnot, and a varied line of new effects in cut glass is on display. The line is considerably longer than that shown in 1911, and contains patterns that are original and exclusive with this concern. _____

The Buffalo Pottery, represented by E. E. Wilgus, is showing a new line of freehand decorated underglaze pottery specialties made in a colored body and decorated on the bisque. The line consists of tankards, chops, vases and odd pieces, and is a decided novelty. Next in prominence is the "Ionia" ware—an ivory body with conventional designs under the glaze, adapted for clubs and Dutch rooms. The "Thais" is a new plain dinner shape, underglaze. "Deldare" ware is shown in a number of new treatments. _____

United Cut Glass Co., represented by M. Herbert, is showing a lot of specialties in silver deposit effects—the only line of the kind here. _____

The real novelty of the exposition this season is the exhibit of the Deidrick Glass Co. Mr. Deidrick weighs over 275 pounds, and he has the smallest room in the hotel. His line consists of eighteen gold-decorated tumblers, displayed on a small writing table. The character of the goods, however, is giving Mr. Deidrick an excellent business. _____

E. M. Knowles China Co.—represented by W. F. Witherell. The plain dinner ware shapes of this company form an attractive display. The new treatments are meeting with approval, and business on the exclusive patterns is excellent. The covered jug line of this concern is a feature of the Show. _____

McKee Glass Co.—represented by W. L. Gaston. Light cuttings are to the fore here. The "Aster" is a very clever conception. In the "Pres-cut" line are a number of new patterns. Special pieces in cut glass and the lamp lines are shown in a number of new effects. The display is well arranged, and Mr. Gaston says he is doing a good business. _____

SEVENTH AVENUE HOTEL.

West End Pottery Co.—J. P. Curry in charge. The new Puritan plain dinnerware shape is the feature of this display. Over twenty exclusive treatments are being presented. Hotel wares to be specially featured by this concern hereafter, and a lot of new decorations are to be had in this line. A Masonic emblem decoration on dinnerware is something entirely new. _____

Co-operative Flint Glass Co.—in charge of W. A. Reaper. The two new lines, the "Martha Washing-

ton" and "No. 376," are the talk of everybody who has seen them. The former is a very heavy plain colonial, and the latter a figured colonial. The display also includes such specialties as fish bowls, colonial candlesticks, plain blown tankards, toy table sets, custards, and an extensive line of decorated goods. _____

Dugan Glass Co., in charge of Walter Minnemeyer, is showing many new effects in iridescent ware. Lemonade and water sets are in a number of new treatments, and the table lines are more varied. Quite a number of new specialties and punch sets are listed this season. Mr. Minnemeyer is now in charge of the sales and commercial department of this factory. E. S. Minnemeyer, Jr., who was with the Westmoreland Specialty Co., is now with the Dugan factory and will travel the Western territory. _____

Lancaster Glass Co., represented by L. P. Martin, has an exceptionally strong line of new decorated specialties, consisting of gold and ruby treatments of vases, salads, baskets, lamps, tableware and tumblers. This display is made in a booth trimmed with purple silk. _____

Hocking Glass Co., represented by I. J. Collins and C. E. Von Stein, is showing new lines of decorated lamps, vases, cuspidors, water sets, night lamps, covered syrups, salts and peppers, and bureau sets. The treatments are entirely foreign to anything heretofore offered by this company. The concern is also showing various articles in plain crystal. _____

COLONIAL ANNEX.

H. C. Fry Glass Co., represented by Mr. Winship, is showing new effects in heavy and light cuttings. The patterns are distinctive, and the line is the longest ever exhibited here. _____

A. L. Tuska, Sons & So., represented by Harry H. Thomas, are displaying some excellent effects in Japanese china. The shapes and treatments are new, and many special pieces are in the collection. _____

Jacob Hartman, of the New York Art Glass Co., spent a few days in the district this week working toward his Western territory. _____

L. H. Bown, of the Buffalo Pottery, came to Pittsburgh Monday feeling much elated over the fact that he took first prize in the International Poultry Show at Buffalo with a Columbian Plymouth Rock cock and pullet. It was a blue ribbon pair. _____

Fred J. Classen was at the Fort Pitt with the new samples of the Quaker City Cut Glass Co. _____

A visitor at the Ripley offices this week was T. M. Schollenberger, the Chicago representative of the

company. "Our trade in the West is simply fine," said he to the JOURNAL man.

W. J. Hamilton, with the Hazel-Atlas Glass Co., spent a few days in the district this week.

General Sales Agent Peck of the Phoenix Glass Co. has been spending several days here, dividing his time between the general offices of the company and the headquarters of the buyers.

Charles S. Ellis, who was at the Colonial-Annex with imported china, aluminum ware and garden specialties of the George H. Bowman Co., said that trade for 1912 had opened exceedingly well in the Pittsburgh territory.

Visiting buyers included the following:

I. Leopold, of I. Leopold & Co., Baltimore.
 Mr. Mulvaney, of Taylor & Mulvaney, Hamilton, Ont.
 Mr. Klinepeter, of the Star Glass and Supply Co., Fostoria, O.
 M. Meyer, of Mosauer & Meyer, Dayton, O.
 A. L. Habekatte, with Cincinnati Mercantile Co.
 Mr. Kelley, of American Glass Specialty Co., Monaca, Pa.
 P. A. Merkland, with Sears-Roebuck & Co., Chicago.
 W. D. Gilmore, with Rike-Kulmer Co., Dayton, O.
 Mr. Newbury, with F.W. Woolworth & Co., New York.
 C. Towner, Monongahela City, Pa.
 C. B. Tuttle, with S. S. Kresge Syndicate, Detroit.
 Leo. Meyer, with Dayton (O.) Syndicate Co.
 Miss Mann, with Marshall Field & Co., Chicago.
 Leon Neubrick, with Crowley-Miller Co., Detroit.
 Harry H. Lewis, with Joseph Horne, Pittsburgh.
 N. C. Myers, with Strauss-Hirshberg Co., Youngstown, O.
 Joseph Levy, with Lewis & Neblett, Cincinnati.
 J. O. Cassidy Co., Montreal, Canada.
 W. C. Harned, of Zollinger & Harned, Allentown, Pa.
 T. Eaton, of Eaton & Co., Toronto, Canada.
 R. A. May, with Geo. Phillips & Co., Montreal.
 J. J. Jacklin, with Henry Siegel Co., Boston.
 Robert N. Card, with the Sweeney Co., Buffalo, N. Y.
 Messrs. Proctor and Flanders, with Jones, McDuffee & Stratton Co., Boston.
 M. Caro, with Mitchell, Woodbury Co., Boston.
 The Scott Syndicate, represented by Messrs. Brown, Smith, Martin, Sturtevant, and Schaffer.
 H. M. Hollander, with Siegel-Cooper Co., Chicago.

JOHN C. HUMES FINED \$500.

INDICTED Nov. 11, 1908, charged with using the mails for fraudulent purposes, John C. Humes, formerly head of the John C. Humes Crockery Co., Kansas City, Mo., was last week fined \$500 and costs.

Humes was convicted on two counts in the indictment in November, 1909, and sentenced to a year and a day in prison on one and fined \$500 on

the other. He appealed and the decision was reversed. On April 22, 1911, Humes entered a plea of nolle contendere on one count, and the other count was quashed.

THE CONDITION OF BUSINESS.

The business of 1912 is opening well.

New York. A prominent French china importer says: "So far we have received more orders and have shipped more goods than we did at the same period last year." The English china and earthenware importers have also done an increased business.

The domestic potters' representatives in this city are equally pleased with results so far.

Orders for pressed glass have come in well, and those agents who have their samples of light blown goods complete say that business is considerably brighter than at this time last year.

An interesting and gratifying feature of the cut glass trade is that buyers are placing their orders much earlier and at the same time ordering in larger quantities.

While most of the lamp factories are closed for alterations, repairs or stocktaking, there is an exceptionally encouraging aspect to affairs in this line. For a week or ten days before Christmas telephone and telegraphic orders for goods from representative firms were common, many buyers leaving it to the manufacturers to make selections and shipments of as many as they could—the plain indication being that stocks were low or had run out altogether. This condition argues well for the coming season, and large orders are confidently expected.

Samples are being unpacked and arranged that will make this season's array the finest ever seen in the District, and it is confidently believed that when the buyers come to town they will place liberal orders.

East Liverpool and vicinity. New business has opened very well with the Western pottery manufacturers this season. Buyers came into the district in good

numbers this week, and a spirit of optimism prevails throughout. The plants are all active, and the outlook for the year is considered very promising.

Pittsburgh and Vicinity

Trade for 1912 has started off excellently, a very good volume of business having been booked during the first ten days of the month. Everyone entertains a very confident belief in a prosperous year.

The New York Crockery and Glass District.

THE manufacturers of light glass tableware have been very energetic during the past few months and have launched upon the market a greater variety of light cuttings and etchings than have ever appeared before at one season. Nor are they all on display yet, for many agents have not yet received their full equipment. When the exhibition is complete buyers will have an opportunity of examining an array of new designs excelling in artistic conception and workmanship anything hitherto attempted.

"Well, good-bye, and good luck, old man! We just love to have you here to keep us jollied along, but if you don't get out now and send us in some orders we'll have to close up." This has been the tenor of the send-off received by many of the road men during this and last week. Agents have been busy getting their representatives off with their trunks full of new and attractive samples. They have full confidence in both their men and goods, and expect a record business this year.

Among the new lines sent by the United States Glass Co. to their new showrooms, 71-73 Murray street, the imitation rock crystal in pressed glass is very effective. The shapes are most graceful, and the designs perfectly adapted to the contour of the articles. One of the new lines has a border effect different from anything yet attempted. Some of the goods are decorated in silver and heavy gold; also ruby and green. One thing is very apparent in all the new lines—the particular brightness of the glass. Whether pot or tank, the quality is exceptionally good.

Cox & Lafferty have taken the Eastern agency for the Bolita Art Co., Wheeling, W. Va. The samples are tastefully arranged in their spacious showrooms, and the firm are expecting to do an excellent business with the line.

The Royal Copenhagen Porcelain Co. have sent to their showrooms, 16 West Thirty-third street, a dinner service in an entirely new shape. A tan decoration is made in the mould which gives the various

pieces a distinct individuality. They are finished in the well-known blue and white characteristic of this factory. Many new things in Copenhagen faience that are well worth seeing have also been sent.

Robert Slimmon & Co. have received from the factory of A. J. Wilkinson, Ltd., a most attractive new dinner pattern. It is plain shaped, having a very dignified decoration of a broad gold band, within which is a black key border design. This is flanked on either side by gold lines. The handles are burnished gold, and the whole effect, while rich, will immediately appeal to those of quiet taste.

Morimura Bros. have all their import samples of Japanese china ready for the inspection of buyers. As usual, all the various patterns they show are excellent both in quality and designs, and they are doing an immense business. They have the goods—and at prices which appeal to the crockery trade.

The Seneca Glass Co., Morgantown, W. Va., have sent to their Eastern representatives, Cox & Lafferty, an excellent array of new light cuttings and deep plate etchings on blown stem and tableware. There are some six or eight new designs, several of the etched patterns bearing medallion creations of no mean order, while one the light cuttings having a floral motif is far above the average. The leaves and flowers of this latter decoration are so gracefully interwoven and the design so well placed on the various pieces that it cannot fail to obtain substantial recognition at the hands of buyers.

The Potomac Glass Co. has sent to Thomas G. Edge two lines of light cuttings on nappies, compots, tumblers, etc. One of the designs, which they thought highly enough of to register, is a floral combination of delicate cutting and engraving. The other is a border of diamond-shaped panels, each containing a cut star. The factory has not stopped a day of its own volition since it was first opened, six years or so ago, the only holidays given their men being those imposed by the union. They are run-

ning night and day right along, making eleven moves a week. Six to eight shops are kept busy all the time on stemware alone.

Upwards of thirty new and beautiful patterns in Limoges dinnerware have just been received by L. Bernardaud & Co. They vary in treatment from the handsomest gold encrusted design to the less expensive colored borders with bright gold lines, edges and handles. One decoration, oriental in effect, stands out as a probable leader. This has a multi-colored border enclosed in heavy coin gold lines. The handles are matt gold, and a general tone of richness pervades the set. The whole assortment is good, and will well repay examination.

The Irving Cut Glass Co. are not going to take a back seat when it comes to new designs. The new cuttings shown by F. W. Reichenbacher, the New York representative, will certainly keep his firm in the foreground the coming season. Among the pieces are three syrup jugs of excellent design with silver-plated, mounting; also very handsome vases, decanter oils, sugars and creams.

A. P. Doctor is showing a new and useful glass just introduced by the Central Glass Works—a *pousse cafe* or cordial with a handle. The purpose of the handle is to prevent ladies from staining their white gloves when partaking of the palatable little drinks of which they are so fond. The factory has also sent samples of four new lines—one deep plate etched creation, one needle etching, and two light cuttings, all of exceptional merit.

Kennard L. Wedgwood opened this week some remarkable reproductions of old designs—decorations on queensware that were used a hundred years ago—as good or better than anything produced in later days. This queensware is a high grade of C. C. and has almost an ivory body. Another kind called an Oriental body is a superior grade of W. G. These decorations are unique and will appeal to refined tastes. The new line of china plates is better than anything they have heretofore produced. Of these we shall have occasion to speak later.

A. A. Bean has recently had his showroom equipped with easels from the factory of J. B. Timberlake & Sons, Jackson, Mich. The fine patterns from the Heisey factory show up to excellent advantage on these easels, which are made especially for such displays.

Price and quality are not always the first consideration in buying goods. Prompt delivery is sometimes a matter of the utmost importance. Charles Baum, 35 Barclay street, says he can deliver the largest possible order for mirror plateaux in from three to five

days, and fill ordinary wants right from stock. When to this is added the right kind of goods at prices that instantly command attention, nothing is left to be desired.

Solomon & Cross, whose new showrooms on the fifth floor of the Crockery Exchange Building, are rapidly assuming an aspect of completeness, are showing samples from the Susquehanna Cut Glass Co., the Honesdale Union Cut Glass Co. and the New Jersey China and Pottery Co. Other lines are being arranged for.

Louis Wolf & Co.'s immense wareroom is filled with a most attractive line of the popular priced goods which the trade most demand. While they have very many lines already on view, the display will be augmented from time to time until by the 15th of February everything will be completed and in order. The doll and toy line will be ready Feb. 1. This house is exceedingly popular with the trade, both on account of the quality of the wares it carries and the prices at which it sells them.

A. A. Vantine & Co. will astonish the trade this year with their display. O. L. Rock, their Japanese buyer and manager, startled the New York men of the firm when he brought over a new white body and glaze. Although made by Japanese workmen at Japanese prices it has all the characteristics of European ware, and more than two hundred beautiful decorations. No wonder the people in the store were amazed. They are in the market this year with a bigger and better stock than ever, and will make a strong bid for patronage.

THE DAY AFTER ST. VALENTINE'S.

THE annual banquet of the Pottery, Glass and Brass Salesmen's Association will take place at Louis Martin's, Broadway and Forty-second street, on February 15th.

FOR THE RELIEF OF CONSUMPTIVE POTTERS.

IN accordance with a motion made at the last annual meeting of the United States Potters' Association to appoint a committee with power to act to represent the Association in the creation and distribution of a tuberculosis fund, President John M. Pope has named the following: W. E. Wells, chairman; W. W. Harker, George C. Thompson, all of East Liverpool; John C. Campbell and William Burgess, of Trenton, N. J.

The National Brotherhood of Operative Potters and the Sanitary Potters' Association named their committees several months ago.

It is planned to appropriate a fund of \$15,000 for

this cause, one-third of it to come from each branch represented.

The joint committee, which will meet soon for organization purposes, will have complete authority to dispense this fund to relieve tuberculosis victims in the pottety trade.

NEVER IN BETTER FINANCIAL CONDITION.

THAT the Pittsburgh Lamp, Brass and Glass Co. is all right and on its feet is evidenced by the following letter, which is being sent out with remittances to all merchandise creditors:

PITTSBURGH, PA.

DEAR SIR:

Enclosed herein you will find a check for \$— in payment of your account with the Pittsburgh Lamp, Brass and Glass Co. We regret exceedingly that payment has been delayed. There really was no necessity for the appointment of a receiver, for our company was never in better financial condition. The receiver has been discharged by the Court and the property restored to its former officers. Some of the banks in which we deposited our money called loans which we had been led to believe could be carried indefinitely, and in order to protect every person interested we had a receiver appointed. The bondholders of the company have extended same five years, and the banks, after a thorough examination of the plants and the company's affairs, have granted a satisfactory line of credit, and the merchandise creditors are being paid in full, still leaving the company with a good working balance.

We thank you for your patience in the matter, and hope the pleasant relations heretofore existing between us may continue indefinitely.

Very sincerely yours,
PITTSBURGH LAMP, BRASS AND GLASS CO.

AT BOSTON.

FOUR new lines of deep plate etchings, five new lines of cuttings and a full line of stemware have been received by George A. Granville, 144 Congress street from the Economy Tumbler Co., Morgan town, W. Va. Mr. Granville has one of the largest and most complete sample rooms in the East, carrying also the full lines of A. H. Heisey & Co., Newark, O., and the Dugan Glass Co., Indiana, Pa.

J. Frank Hinckley and J. S. Dawes, representing the West End Pottery Co., Hall China Co. and Co-Operative Flint Glass Co., have returned from a trip to the factories. New samples have been received.

Paul M. Phillips has received a fine line of fern dishes from S. A. Weller.

Chase & Francis have received the new Vetus shape of the Co-Operative Co and samples from the D. E. McNicol Pottery Co., among which are

some striking designs. The latest effects from Taylor Smith and Taylor are also Hub-bound.

Oliver S. Atterholt, representing Luzerne Cut Glass Co., Pittston, Pa., made his headquarters at the Parker House this week.

Albert E. Haskell has received the latest glassware patterns from the Federal Glaas Co, Columbus, O.

Chas. M. Acher has received the new line of hanging baskets, jardinieres and wall-pockets from the Roseville Pottery Co., Zanesville.

J. H. Venon is sojourning at Young's this week.

John J. Curry, china and glassware buyer for Houghton & Dutton Co., leaves January 15 on his semi-annual visit to Pittsburgh, thence to East Liverpool, returning the latter part of the month.

Maurice Caro, glassware buyer for the Mitchell, Woodbury Co., left Sunday night for Pittsburgh.

Harry Hayward (Japan Import and Export Co., New York) is in town with a display of Japanese china.

Alexander Fraser, representing the Rochester Cut Glass Co., is expected in town this week.

The new \$300,000 department store of the J. S. Bailey Co., at Springfield is expected to open February 1, this being the latest addition to their chain of stores. The Boston manager, Mr. Peterson, has severed his connection with the company. His successor is at present unknown.

Jack Carling, representing the Pope-Gosser China Co., Coshocton, O., was at Parker House this week.

H. J. Smith, representing Cox & Lafferty, New York, is expected in town January 9.

J. J. Hanning, china and glassware buyer for the Jordan-Marsh Co., sailed last week for Europe, where he will remain for eight weeks, purchasing extensively for his departments. G. H. Guest, housefurnishing buyer, is in New York for a short period.

J. J. Jacklin, buyer for the china and glassware department of the Henry Siegel Co, has departed Westward. During his absence E. de Riesthal is in charge of the department. Max Meyers, general superintendent, has resigned to form business connections in Baltimore.

James E. Hogan, formerly with the Denholm & McKay Co., Worcester, and more recently with the

Gamble-Desmond Co., Providence, has accepted a position with the Shartenberg & Robinson Co., Providence.

Robert Jordan, son of Eben D. Jordan, of the Jordan-Marsh Co, sails January 13 on a honeymoon tour throughout the Continent.

J. H. Cecil Watson, with Bawo & Dotter, New York, is at Young's with an artistic display of Royal Crown Derby china.

Buyers visiting the trade included Horton Jones, Winchendon; Michael Ryan, for the Bon Marche Dry Goods Co., Lowell; R. J. Andrews, Leominster; Mr. Chlorine, Providence; George A. Reedpath, Lynn; Frank H. Dunmore, with The Shepard Co Providence; Mr. LeMay, of LeMay Bros., Manchester, N. H.; Frank Smith, with A. G. Pollard Co, Lowell; Mr. St. Louis, with James Edgar Co, Brockton,; Charles Smith, of Timothy Smith Co., Roxbury; Mr. Cummings, for the David Harley Co, Providence.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending January 9, 1912.

ANTWERP	
368 packages glassware	B Gunthel
17 " "	C J Dierckx & Co
3 " "	L Straus & Sons
8,596 " "	Miscellaneous Orders
1 " earthenware	L Straus & Sons
51 " "	Koscherak Bros
2 " "	Graham & Zenger
26 " "	G F Bassett Co
2 " "	J Wygand & Co
14 " "	Miscellaneous Orders
10 " chinaware	Vogt & Dose
5 " toys	B Ilfelder & Co
1 " "	Gr ham & Zenger
BRISTOL	
2 packages glassware	L Straus & Sons
19 " "	A Steinhart & Bro
21 " "	Eimer & Amenc
3 " "	Knauth, Nachod & Kuhne
181 " "	Miscellaneous Orders
21 " chinaware	Strobel & Wilken Co
1 " earthenware	Geo Borgfeldt & Co
1 " "	L Straus & Sons
8 " "	Miscellaneous Orders
206 " toys	Geo Borgfeldt & Co
169 " "	F W Woolworth
3 " "	Bawo & Dotter
10 " "	Strobel & Wilken Co
140 " "	Miscellaneous Orders
HAVRE	
44 packages chinaware	Wm Guerin & Co
2 " "	Fondeville & Van Iderstine
3 " "	Miscellaneous Orders
6 " chinaware	Bawo & Dotter
ROTTERDAM	
26 " glassware	Graham & Zenger
18 " "	Miscellaneous Orders
LIMOGES	
66 packages chinaware	Theodore Haviland & Co
LONDON	
4 packages toys	Geo Borgfeldt & Co

HAMBURG	
82 packages glassware	Fensterer & Ruhe
16 " "	Herman C Kurper
8 " "	N Wapler
11 " "	Lazarus & Rosenfeld
7 " "	Froeber & Vollrath
9 " "	Frank & DeKeyser
72 " "	Kmy-Scheerer Co
111 " "	L Straus & Sons
9 " "	F Bing & Co
765 " "	W R Noe & Sons
198 " "	F Euler & Co
285 " "	O O Friedlander
70 " "	Fondeville & Van Iderstine
8 " "	J Wygand & Co
3 " "	Strobel & Wilken Co
624 " "	Miscellaneous Orders
1 " earthenware	Bawo & Dotter
9 " "	J Wygand & Co
12 " "	F W Woolworth
40 " "	L D Bloch & Co
19 " "	J Palme
76 " "	Geo Borgfeldt & Co
2 " "	Koscherak Bros
218 " "	Miscellaneous Orders
20 " chinaware	Strobel & Wilken Co
199 " toys	B Ilfelder
3 " "	Knauth, Nachod & Kuhne
29 " "	Samstag & Hilder Bros
18 " "	Geo Borgfeldt & Co
139 " "	Bawo & Dotter
46 " "	Strobel & Wilken Co
276 " "	Miscellaneous Orders

LIVERPOOL

2 packages earthenware	The Rowland & Marsellus Co
10 " "	George Hamilton
44 " "	E Brote
4 " "	W S Pitcairn
2 " "	L Straus & Sons
2 " "	W H Plummer
42 " "	Miscellaneous Orders
13 " glassware	W H Plummer
9 " "	Miscellaneous Orders

SOUTHAMPTON

15 packages chinaware	J H Venon
15 " "	J J Hies
43 " "	Wm Guerin & Co
10 " "	H R Churchill
7 " "	L D Bloch & Co
14 " "	Herman C Kurper
26 " "	A G Moment
3 " "	Bawo & Dotter
13 " "	H Creange
92 " "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

28 " s "	Jones, McDuffee & Stratton Co
3 " "	Houghton & Dutton
18 " "	F W Woolworth
40 " "	Miscellaneous Orders

HAMBURG

16 packages earthenware	Jones, McDuffee & Stratton Co
13 " "	Bawo & Dotter
46 " "	B D Webber
82 " "	Geo Borgfeldt & Co
57 " "	L Wolf & Co
4 " "	L E Knott Apparatus Co
37 " "	First National Bank
23 " "	EA Runnells & Co
17 " "	Ocean Transit Co
1 " "	American Express Co
4 " "	Patterson Wyld & Co
1 " "	Stone & Downer Co
58 " "	R F Downing & Co
46 " "	Miscellaneous Orders

OBITUARY.

AT his home in Brooklyn, Jan 10, Henry Batterman died of heart trouble, from which he had suffered for several years. The deceased was born in Brooklyn sixty-two years ago. When a young man he established a small retail dry goods store at Broadway and Ewen Street, Williamsburgh. The business grew rapidly, and in 1881 Mr Batterman purchased a site at Broadway, Graham, and Flushing avenues, on which he erected a large department store. The Batterman establishment has continued to grow until it is now one of the largest of its kind in Brooklyn. In the early nineties the house was incorporated, with Henry Batterman as president and Henry L. Batterman, his son, as vice president and general manager. Henry Batterman had not been active in the business for two years.

TRADE TIPS.

CATALOGUES of domestic pottery and glassware are wanted immediately by the Buckeye Implement and Supply Co., Cleveland, O., which will do a wholesale and retail business. The concern is a new one and incorporated under Ohio laws with \$10,000 capital.

Waterville, Kan.—Scott & Thomas have bought out Howard Custard's business. Domestic pottery and glassware is handled.

Muskogee, Okla.—Glassware and pottery will be carried by the Davis-Ogilvie Hardware Co., just formed. Catalogues and price lists wanted.

Elgin, Kan.—The Elgin Kansas Supply Co has been formed by Joseph Considine, who has bought out the business of R. M. Dakin. Glassware and pottery will be featured.

Kansas City, Mo.—Domestic pottery will be carried by the Anderson Hardware Co., which has just started in business. Forward catalogues.

Buchanan, Va.—A recent incorporation is the Buchanan Hardware Co. Domestic pottery, glassware and lamps will be carried. Catalogues are wanted.

An American consul in a Canadian city reports that a firm in his district conducting a variety and 5, 10, and 15 cent store for several years is desirous of being placed in communication with American manufacturers and dealers in china and glassware. Address Bureau of Manufactures, Washington, D. C., and refer to File No. 7728.

Alamo, Tenn.—Illustrations and prices on American pottery and glassware are requested early by the

Endenton Hardware Co., which is about to open a new store here March 1. The present address of the concern is No. 111 East Lafayette street, Jackson, Tenn.

Galvesville, Wis.—Catalogues and price lists are wanted on pottery, glassware and lighting glass by F. A. Kellman, who has opened a new store here.

St. Matthews, S. C.—The Arthue Hardware Co. request catalogues of pottery and glassware.

Whitehall, Mich.—William C. Cotes, who has recently started in business here, will handle glassware, lamps and pottery.

Carson City, Mich.—price lists and catalogues of pottery, glassware and lamps are wanted by the W. L. Wright & Co., who have recently started in business.

Industry, Ill.—W. D. and D. J. Pennington have bought out an old concern here and want catalogues of pottery and glassware.

Alvin, Ill.—Harry Woods, who has moved into larger quarters, desires immediately catalogues and prices on pottery and glassware.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Dec. 23, '11	Correspond- ing period 1910	Exports Jan 1 to Dec. 23, '11	Correspond- ing period 1910
New York	88	216	10039	9776
Boston	117	....	7495	7085
Philadelphia. ....	....	50	4053	5641
Baltimore .....	....	190	10392	13517
San Francisco ..	37	....	963	244
New Orleans.	16	....	1019	2251
Portland (Me.)..	36	55	594	2127
Galveston .....	....	2	948	1533
Newport News ..	....	7	53	978
Portland (Or.)..	....	....	72	55
Inland Points ..	....	66	395	1384
Total	294	586	36023	44591

From David Inglis & Co.'s Circular.

to	Shipments week end'g Dec 16 '11	Correspond- ing period 1910	Exports Jan. 1 to Dec. 16, '11	Correspond- ing period 1910
Boston	125	158	7360	7337
New York	131	147	7878	8668
Baltimore.	2	272	10476	13264
Philadelphia.	42	75	4070	5354
New Orleans.	6	....	920	2250
Newport News ..	....	....	153	204
San Francisco ..	65	....	817	93
Portland (Me.)..	45	45	652	1153
Galveston .....	....	....	948	1449
Portland (Or.)..	5	....	93	25
Inland Points ..	..	..	1128	1822
Total	421	697	34495	41624

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of use.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AN. 11, 1912.

"DO IT NOW!"

ANY man who wills can find time in the course of the day to do a lot of things he ought to do, but which are left over for future consideration—matters which he deems of minor importance, but which might be done then and there had he been so disposed. The time spent in useless disputations, gossip, or conversation for simple amusement, could be profitably employed in cleaning up little things which go over from day to day, and which for lack of doing prove serious to other people.

For instance, a man may need goods, but puts off ordering, and when he can wait no longer rushes to the market, hurries a lot of people and often puts them to great inconvenience in order to accommodate him.

An account may be due, with money in the bank to meet it, but payment is delayed from sheer laziness. Had a check been sent, the creditor could have paid something he owed, enabling another man to liquidate another account, and so on in an endless chain.

An order has been promised. Instead of sitting down to write it, he steps out for a moment to see about something which could wait, or goes to luncheon, spending two hours when thirty minutes would suffice.

"Do it now!" should be a principle in every office. The old adage, "Anything worth doing is worth doing well," should be supplemented with "and do it now!" The time wasted by waiting for the accomplishment

of delayed matters reduced to dollars and cents figured on the average earning capacity of those waiting would probably astorish the man who causes the trouble.

Here is an example: A buyer promises a traveling salesman an order in the afternoon at one o'clock. Before the order is made out another salesman comes in. The buyer does not need anything from him, and says so. The salesman, a "good fellow," insists on the buyer going to lunch. It proves a pleasant affair. There is no pressing need of going back to the store except to make out that order. Let the other fellow wait! He does wait, staying overnight at a hotel, and loses a day in getting to the next town. The cost of his salary to the firm, the loss of a sale to a man whom he missed by not being on schedule time, and his extra expenses, total at least fifty dollars. Neglect and procrastination cost millions a year.

PERSONAL.

WITHIN a hundred and fifty miles of New York all his life, and never until this week having visited the metropolis, is the experience of L. Bunnell, one of the foremen of the Wm. H. Gibbs Co., manufacturers of cut glass. Mr. Gibbs is visiting the city and brought his foreman with him. They called upon Wm. D. Finke, the New York representative, who acted as host and showed Mr. Bunnell some of the sights, including the great pyrotechnic display at the Equitable building. He admitted that the Stroudsburg, Pa., fire department was not quite up to that of New York.



Harry P. Muirheid and Meredith Miller are busy packing samples preparatory to taking a trip together. This is Mr. Miller's initial trip, and he is to be introduced to the trade by Mr. Muirheid, who is a seasoned representative and very popular among buyers.



Charles Cross has been appointed buyer for both of L. M. Blumstein's stores. He was formerly buyer for only the 150th street store, but upon the relinquishment of the position by Mr. Neidhart was appointed to the dual post.



H. C. Hubley, the well-known fancy goods and bric-a-brac salesman, has engaged with Ferdinand Bing & Co.'s Successors.



H. C. Bedlington, buyer of crockery and glassware for Goodwin's Ltd., Montreal, and R. O'Leary, buyer of lamps for the same concern, were here last week visiting the different sample rooms and making selections for the coming season. A novel way of

advertising its store has been adopted by the concern. It is heralded in the newspapers as "The largest store in the largest city in the largest possession of Great Britain." The ground floor of the establishment covers about the same area as Gimbel Bros. in New York, but it is only three stories high. This in time, however, will be increased to eight stories.



Geo. W. Moore, with A. A. Vantine & Co., left for Chicago Saturday night to open up the biggest and best line ever shown at their permanent warehouses in that city.



H. Gerson, formerly with the French China Co., Sebring, O., will travel this year for the Tritt China Co. Niles, O.



L. W. Greeman, specialty man with Morimura Bros., is on his feet again after a four weeks' siege of illness. Not being bothered with an appendix, he says he is going to beat last year's record of sales—and they overflowed high-water mark.



The new crockery and glass buyer appointed by the Van Dyk Furniture Co., Paterson, N. J., is F. J. McNicol, formerly with Maxwell & Co., Brooklyn.



D. King Irwin left on Sunday night for Pittsburgh, where he is spending the whole of this week.



J. L. Fusner, representing the Eagle Glass and Mfg Co., Wellsburg, W. Va., is in town attending the Automobile Show. It may not be known that one of the departments of his concern makes what is called the "Eagle Oiler," and it is in its interest that Mr. Fusner is in the city. He covers all the territory east of Denver and Pueblo.



Louis A. Carter, buyer of china and glass for Snellenburg & Co., Philadelphia, was browsing around the cut glass showrooms this week.



George L. Hooly has relinquished his position with W. C. Leonard & Co., Saranac Lake, N. Y., for whom he was buyer of china, glass and lamps.



Harry S. Clarke, of Robert Slimmon & Co.'s selling force, spent the early part of this week in Baltimore, and will be at the Hotel Henry, Pittsburgh, from the 11th to the 13th. Buffalo will be his next point of call, after that Cleveland, and then Chicago, arriving at the latter city January 21.



We are in receipt of a picture postal from Tobe Blumenthal, bearing the Mexican post-office mark.

The greeting he sends reads: "Feliz ano nuevo" and the picture bears the legend, "Interior de uno pulqueria." We should call it the interior of a cafe, from the look of it. Anyway, it would be a good place wherein to wish one a happy new year.



In a week or two J. M. Takito is expected to arrive from Japan and take up his headquarters at Cox & Lafferty's, where he will manage the Japanese department, and have on display the new goods arranged for 1912.



J. E. Rummig, buyer of lamps for the Robinson Co.'s furniture store, Newark, N. J., was looking around the District last week for attractive lamps for his department.



Thomas Pinder, buyer for the Curran Dry Goods Co., Waterbury, Conn., was in town this week looking over the various showrooms.



Thomas H. Lohr, formerly with the Indiana Glass Co., has become identified with the Hocking Glass Co., and will travel the Western territory. Mr. Lohr is one of the best known glass salesmen on the road, and his many friends wish him success in his new position.



E. W. Nickerson, Winchester, Mass., who has been suffering for the last two years with nervous prostration, has returned from a sanitarium greatly benefited, and is able to attend to business once more.



David F. Dodds, Eastern representative of the Monroe Glass Co., accompanied by the general manager, A. L. Parker, is visiting Boston to close up several important contracts.



Miss K. M. Riordan, who buys cut glass, fancy china, etc., for James H. Bunce, Middletown, Conn., was in town Thursday making selections.



A. H. Ledden spent Monday in Philadelphia, where he was welcomed by the buyers of his various wares in a most substantial manner.



Wm. M. Bratton, who years ago was in the employ of Butler Bros., this city, but is now in business at Woonsocket, S. D., was buying a general line of goods this week in the District.



C. J. Dierckx sailed for Cadiz on Tuesday. He will go into the remote parts of Spain and the northern parts of Africa in search of marketable goods of curious and fantastic kinds. He will also visit the

principal cities on the Continent before he returns next April.



C. L. Casey, president of the Guernsey Earthenware Co., was at the office of his New York agents, Ledden & Bates, on Monday for a few hours. Mr. Casey had been visiting some of his trade in New England, and on Monday evening again started for that territory.



F. W. Reichenbacher will display the Irving Cut Glass Co.'s samples at the Bingham House, Philadelphia, next week, beginning Monday.



T. J. Copeland, of the T. J. Copeland Co., Baltimore, slipped on the ice January 9 and broke his leg.

OFFICERS FOR 1912.

THE following were elected to office at the annual meeting of the Crockery Board of Trade of New York, held January 10:

President, John J. Miller; first vice-president, L. S. Hinman; second vice-president, Geo. B. Jones. treasurer, Chas. A. Holbrook; secretary, L. S. Owen.

Executive Committee.—Lee Kohns, James Davison, John A. Sherlock, C. A. Holbrook, Henry Witte, Gilbert M. Smith and E. F. Anderson.

Arbitration Committee.—Robert Slimmon, L. D. Bloch, K. L. Wedgwood.

Membership Committee.—Wm. R. Noe, Wm. F. Dorflinger, H. R. Churchill, E. J. Ridgway and Julius Rosenfeld.

Trustees till 1915.—F. P. Abbot, Geo. B. Jones, James Davison and L. S. Hinman.

STILL EXPANDING.

AT the special meeting of the stockholders of the Fostoria Glass Co., Moundsville, W. Va., held Jan. 4, a resolution was adopted authorizing the increase of the capital stock from \$500,000 to \$1,000,000, part of the stock to be offered for sale to the present stockholders pro rata; that is, each stockholder will be permitted to purchase new stock in proportion to his holdings in the company.

The increase in the capital stock is for the purpose of expanding the plant to meet the demands of the company's rapidly-increasing business. One of the first steps in this direction will be the erection of a new fourteen-pot furnace. Other improvements will be made and the working force largely increased.

Just twenty years ago Jan. 4 the first machinery was placed in the original factory, which was located at Fostoria, O. Then when the gas gave out in the

Ohio city the plant was moved to Moundsville. When it was first organized the company was capitalized at \$76,000. Since that time the capital has been increased steadily, additions to the plant carried out and its working force tripled. The plant contains two furnaces of fourteen pots and one of twelve pots. Seven hundred men are employed, and when the proposed improvements are made there will be more than 1,000 on the pay roll. The factory has for years been operating day and night to fill its orders. Much of the success of the company is due to its efficient corps of officials—Mr. Dalzwell, the president, Vice-President C. B. Roe, and Secretary-treasurer A. C. Scroggins.

DENIED HAVING BOUGHT THE GOODS.

IN a suit this week of the Rochester Tumbler Co. against A. Weinburg, Lenox avenue and 114th street, this city, the defendant positively denied having had any transaction with Doctor & Solomon, the company's representatives, notwithstanding that Solomon himself personally obtained the order. He also refused to identify his own signature to a letter that he had written to the factory regarding the goods. The judge, however, gave judgment for the plaintiffs for the amount claimed, amounting to eighty-nine dollars and a few cents.

IN TOWN

Abbreviations—c, crockery; g, glass; hf, housefurnishing; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

W L Ledger, with Brown, Thompson & Co, hf, Hartford. 2 Walker.

Thomas Piader with Curran Dry Goods Co, c, g, Waterbury.

W E Kilburn, with Scruggs, Vandervoort & Barney D G Co, c, St. Louis. 214 Church

S V Silverthorne, with B Nugent & Bro D G Co, St. Louis. 31 Union square.

Mrs L B Walter, and Gimbel Bros, s, Philadelphia. Broadway and 32d street.

W W Dodge, with J G Myers, hf, Albany 220 Fifth avenue.

J C Gardiner, with Carson, Pirie, Scott & Co, s, Chicago. 115 Worth.

Geo G Peck, of Geo G Peck & Co, c, g, Newburgh, N Y.

J A Ackley, of the Ackley China Co, Poughkeepsie, N Y.

Mr Meyer, of Meyer Bros, Paterson, N J.

D Wallace, of Forbes & Wallace, s, Springfield, Mass. 2 Walker

J C Wasson, with Jos Horne & Co, s, Pittsburgh. 320 Church.

G N Everett and Mr Watts, with Woodward & Lothrop, hf, Washington. 334 Fourth avenue.



Banquet of the Western Glass and Pottery Association.

THE banquet of the Western Glass and Pottery Association at Black's Vienna Cafe, Liberty avenue, Pittsburgh, on the evening of Jan 8, was by far the most successful and enjoyable of any previous affair of the organization. Those attending were as follows:

W W Lang	Edwin G Minnemeyer, Jr
H L Dixon	R E Johnston
W E Wells	H P Knoblock
J A Knox	William H Deidrick
J G Kauffman	Al W Frank
Robert G West	Isidore Rothstein
William A Donkin	Charles I Arron
Luke Barrett	Marcus Aaron
Walter B Leasure	Walter G Minnemeyer
P G Rinkin	A C Tuttle
W B Anderson	Charles H Isreal
William L Smith, Jr	Leon Neubrik
D H Cushwa	Joseph P Curry
H L Kelly	Charles C Ashbaugh
H D Wintringer	Harry B Whitney
Jacob Haitman	J H Johonot
T A Neely	Arthur L Blackmer
J F O'Gorman	Frank A H Lang
M K Zimmerman	G C Robinson
W E Geohagan	Dos Taylor
George M Jaques	W A McCartney
W C Lynch	R D A Thompson
C W Chatham	D W Loomis
D King Irwin	T A Nilan
Marion G Bryce	W O Amsler
W J Owen	J H Eaton
Frank I Simmers	J C Deens
Roy B Brierly	W F Witherell
John G Leasure	Jos C Rent
Harry H Lewis	W C Harned
Clifford A Bough	Wm K Cotterell
John T Cartwright	Wm J Patterson
J C Jonas	F D Harnack
Harry W Smith	David Fisher
B F Feldner	W L Gaston
J C Davis	I R W Tibby
George Heisler	W A Reaper
Joseph M Wells	J W Irwin

After discussing an excellent menu, Watson W. Lang, the retiring president, arose and said: "I wish to thank the members of this association for favors shown me as president, and I must say that I have had loyal support from practically every one. We have made a gain during the past two years of about sixty members. I wish my successor much larger growth."

The first prize, a silk umbrella, offered for the greatest number of new members proposed by a member of the association, was won by John Nixon of New York; the second prize, a fountain pen, went to Wm. Patterson of Pittsburgh; the third, also a fountain pen, was won by Mr. Lang.

Edward J. Minnemeyer, Jr., chairman of the nominating committee, announced the election of the following officers: President, H. L. Dixon, 124 votes; vice-president, John Nickerson, 124; second vice-president, W. J. Patterson, 121; secretary, J. G. Kaufmann: 124; treasurer, Robert G. West, 122. Directors: Watson W. Lang, Thomas Neely, Harry D. Winterton.

The reports of Secretary J. G. Kauffman and Treasurer Robert G. West showed the association to be in a highly prosperous condition, with a membership of nearly 300, and \$2,200 cash in bank.

Mr. Lang then introduced H. L. Dixon, the new president and toastmaster, who spoke as follows:

PRESIDENT DIXON'S ADDRESS.

Gentlemen:—The election as president of an association of this character is indeed an honor, especially when it is unsought, but I fail to see where the credit redounds to the individual when there was only one man nominated on the ticket. I really think that my predecessor has devised ways and means to get out of the job and give it to me. If I find the duties are very arduous, it will certainly be my intention to put all the work onto some one else, but I certainly have not the time to attend to it, and accept the position with the greatest reluctance. I take the assurance of my predecessor that there is nothing to do except to appear at this banquet and introduce the toastmaster every year.

The time for our annual banquet is most opportune, as it serves to bring us together at the dawn of a new year in the full flush of new resolutions appropriate to the season. The festivities of the holidays are over, and our more or less determined resolve to effect reforms or improvements, either in our own line of conduct or in the conduct of our business is but one week old. We have probably wound up the year just past with some regret, mortification and chagrin, in not having adhered strictly to the good resolutions of a year ago, and in having failed to accomplish many things we had set out to do with the same determination with which we face the new year to-day. Yet much has been accomplished, and marked improvement is the result.

Few of us stop to think of the great power of individual effort in any good cause. The collective result of the individual effort of the many is bound to be of untold benefit.

Let us contemplate, if we can, the state of chaos, licentiousness and anarchy that would exist if our resolutions, intentions and efforts were all directed toward evil; to devising ways and means to cheat, to steal, to rob, and to kill. It would be worse than the days of the feudal barons, when might meant right and civilized government was unknown.

I firmly believe that the world is growing better from year to year; that the great mass of the people think aright, act aright and do right because of a love of right, and not through any superstitious fear of Divine wrath or punishment hereafter. And while gain and money is the foundation and incentive of all business effort, a reputation for integrity and fair dealing is be-

coming more and more to be regarded as a business asset, the equivalent of a certain amount of capital, and the crook or dead beat in business the exception, the more flagrantly noticeable because of the exception.

It is because of this, and because it is widely recognized, that truth is bound to prevail, that the sober judgment of the people will eventually correct the so-called abuses of the present day methods. That corporate monopoly is an evil we all admit. To create and permanently maintain fictitious values is impossible. In business there is an immutable law the same as in physics, the great law of compensation, for nothing given nothing shall be returned. As surely as the perpetual motion machine will come to a state of rest, so surely will money values find their proper level. Yet great students of industrial economy assert positively that a return to ruinous competition is impossible; that there must be some regulation by government or otherwise. This is already being attempted with public service corporations. Why not with other corporations? If it is adopted for large corporations, why not for smaller ones? To what is this tending? Are we not unconsciously and irresistibly approaching a state of Socialism?

Whether the advocates of that doctrine ever realize their dream or not, we must admit that modern business methods are assisting to that end, while the emperors of business and finance are denouncing it.

I believe the time will come when there will be a regulation of prices within reasonable limits, by manufacturers themselves, under some form of government supervision and inspection.

Banks, trust companies, insurance companies, building and loan associations, railroads and other public service corporations are supervised and regulated by the government, and who would abolish it? If price regulations could be accomplished by those best qualified to do it, the manufacturers themselves through their legally constituted associations, the old ruinous competition would cease, but a better, keener, more beneficial competition would result. Prices being regulated and uniform, all personal, individual and corporate effort would be exerted to produce the best goods at the lowest cost. The best goods and the best deliveries would secure a preference in the market. Each manufacturer would have for himself any advantage of location, fuel, improved machinery and methods of manufacture, economy of management, superior knowledge, ingenuity, inventive genius, and all those things from which an individual is justly entitled to profit.

Then indeed would "Competition be the life of trade," for the keener the competition, the greater the incentive for improvement, and inferior goods would disappear from the market. Independent business houses would stand upon their own established reputations and not lose their identity. This would become firmly established and widely known, until in the course of time the good will of such an institution would have an intrinsic value. There would be no reason or inducement for individuals engaged in such a business, to separate from it and start rival or independent concerns as competitors, as has been the practice in all consolidated enterprises. The corporate method of doing business has come to stay, and the problem of today is their proper regulation with as little interference as possible with the free exercise of their individual rights. Such regulation with government supervision and inspection, would undoubtedly lead to the prohibition of other abuses and the adoption of other regulations for the protection and benefit of manufacturers and others, as certain special laws now protect banks and other government regulated institutions.

An intimate knowledge of the requirements of a manufacturing business would enable a proper and equitable adjustment of the tariff to give that protection only which the government regulated manufacturer or corporation would have a right to demand. It would lead

to a promotion and extension of foreign as well as domestic trade and the provision of better means of transportation. The troublesome labor disputes would become a thing of the past, and, while labor organizations would still exist, their discrimination and warfare against non-members of their unions would have to cease, as the purpose of the government would be to prohibit a monopoly of labor as well as an organized control of commodities.

Salesmen and distributing agents would be more important factors than at present. They would not become mere peddlers of goods. It would be necessary for them to become intimately acquainted with the process of manufacture; to study the requirements of the trade and decipher the best and cheapest modes of delivery. The temptation to cut prices would be removed, but the incentive to equal or excel a competitor in quality and attractiveness of goods would be keener than ever before.

To maintain a reputation for a high standard of excellence, the business management, the factory superintendent and the sales department would necessarily have to co-operate and work hand-in-hand, as each would be as important as the other.

Workmen employed in the fabrication of goods would have an inducement to improve in skill and production, which no union or organization could curb, because of the increased demand for such proficiency. In fact, throughout the whole course of business the personal equation would be a greater factor than ever before, and brains, integrity, organization, management, improvement, skill and individual effort, would be the essentials of success, and those who live by copying the goods of their more successful rivals, only to sell at cut prices, would be relegated to the burial ground of derelicts which are wrecked on the shoals for want of a mariner of foresight, energy and integrity.

While the time for this panacea of the evils of today is not at hand, and, while other evils we know nothing of may then confront us, it is self-evident that the same principles applied to the business methods of the present time, define the difference between success and failure, and better enable us to meet and surmount the difficulties by which we are confronted.

Why not devote some of our time and effort to the improvement and upbuilding of this association? Aside from the material benefit to its members, the social features of such an occasion as this may be made so attractive that it would be eagerly looked forward to every year and few would care to miss it.

Occurring annually at a time when the hotels of this city are filled with the beautiful exhibits of manufacturers of glassware and pottery; when many buyers and other visitors are assembled here; when the good cheer of a new year is fresh in our hearts, this meeting could be made the means of much social enjoyment, as well as material benefit.

It could, if desired, be made the forum for interesting discussions, and speakers of eminence and renown in all walks of life would be glad to appear and address such a representative body; all interspersed with the levity proper on such occasions, a business man's feed and frolic.

Dr. J. Leonard Levy, the noted Pittsburgh rabbi, famous throughout the country as a scholar and orator, addressed the audience.

DR. LEVY'S ADDRESS.

I owe you an apology for having come here this evening so very late, but I was a creature of a great many unfortunate circumstances today, and I am a living evidence to the fact of the old story told about an English preacher. It seems that he was out one day on a hunt with some members of his congregation, and as his horse took one of the hedges his hind legs caught in a ditch and felled the preacher into the ditch. Those



Banquet of the Western Glass and Pottery Association at Black's Vienna Restaurant, Pittsburgh, January 8, 1912.

who were ahead of him looked back and saw the preacher floundering in the water. One said to the other: "It is only the preacher. He is not wanted until next Sunday anyhow. We can now go ahead."

I began to work this morning at seven o'clock, gentlemen, and I sent out from home today forty-eight letters. I was called to the bedside of a sick man shortly after lunch, and had to spend two hours and a half in an attempt to transplant an idea that was worrying him, and to induce another idea that might give him some mental peace. I was then called to the house of a friend who was having a picture painted, and who would not purchase it until I had passed judgment upon it. I then went to the house of a member of my congregation whose sister had died yesterday. While there I learned of the death of another young friend, son of a member of my congregation, and had to pay three calls to offer my sympathy and condolence. From there I had to go to an engagement party where I took a bite, and from there I came here, and after I leave you tonight I have to do my day's work before I go to bed.

Gentlemen, I am not a member of any labor union. I sometimes wish I were, and that I only had to work eight hours a day. It is a great pleasure for me to come here to you to-night at the end of a very, very busy day, and to spend a little time with you talking on topics that are very near to my heart, and which I am sure are equally interesting to you, but I always wonder why I am asked to appear before bodies of such as these.

I don't know a thing about pottery, except that I have to pay bills every year for the purchase of some, and I do not know a thing about glass, except that it is a very convenient article and that it was introduced by the ancient Phoenicians, and that is one of the reasons that I am proud of my nationality, being a Semite. Had it not been for the Semetic family, of which the Jews are a part, the chances are many of you gentlemen would not have anything to do.

I had made up my mind to speak to you something about the Glass of Fashion. It is much like a clergyman with his Sunday morning text. He selects the text so he can avoid talking about it. I will speak on a subject upon which I have given some very serious attention, and one which ought to engage the attention of all thinking men in our country. It is very customary, gentlemen, to talk about great economic movements, very much the same as some people are in the habit of talking about Pittsburgh. You know there are some men who say "Pittsburgh is the place where men make iron and steel for a living." They say terrible things about this city. I have told all these stories before. I know them by heart, but I want to say to you gentlemen that from my heart of hearts I believe that the city of Pittsburgh is really a modern city of God, because it is the only place at least which I have any knowledge of where we are led by a pillar of cloud by day and a pillar of fire by night. Now there are many of us who sneer at these modern problems. Turn our backs upon them, and speak of them in the same unpleasant, unkindly and unsympathetic manner in which men have been speaking of Pittsburgh. We hear the question of individualism discussed; we pay no heed to it, but there are men of thought in America, and there are men of action in the United States. We are moving at a great rapid pace to some change in economical methods. In the meantime it is well that we do not lose sight of the fact that as Mr. Dixon has well said: "The world is growing better—much better." There is a great cry raised by some that the former ages were better than the time we are now living in. They believe that yesterday was by far the best period in the history of the world. That today is the worst time. They look toward the great captains of industry of this nation, and we are told they have the country by the throat. That there is no opportunity for the individual to make himself felt. They say that this age is the worst of all ages. I am a firm believer in the fact that today is

the best day that dawned in the history of humanity. That there is as much chance for character building, ability, education, culture and moral uplift now than ever before. There is just as much opportunity for a man today as there ever was in the history of the world. I do not believe that all the great inventions have yet been made. I do not believe that all the great discoveries have been made. I don't believe all the great poems have been written. I do not believe the greatest drama has been indited. The sweetest song has not been written. The greatest book has yet to appear. I believe that today affords us all the opportunities that any free-born aggressive and ambitious men desire to have. And I firmly believe that today is the best day that ever dawned in the history of the world.

If there were ever better times, better motives, better days, better ages, I ask you, gentlemen, when were they? Speaking from a social, economical or religious standpoint. Any way you like. Were those days, for example, politically speaking, better than ours when the Caesars made empires over night? When Nero took the bodies of your Christian ancestors and made torches out of them. Young and tender girls sacrificed and deprived of their virtue. Were those better days when men sat down to a banquet and 6,000 nightingales were served?

Everything that was ever done at Harrisburg is like the act of an innocent child compared with the days that have been found on the pages of ancient history.

But you say that socially speaking the former ages were better, but it only indicates that we are not familiar with the history of humanity. There was no such thing as a public school, no such thing as public sewage. No such thing as public hospitals. A woman had no rights under the law. Children were not regarded as human beings. There were no means of intercommunication between cities. Men did not know the people living in the next town, and public morals were at the lowest possible ebb. The sun used to shine in those days as it does today.

The poor are with us still, but it is not the system that keeps them poor. Nor is the design of our country which is a country of poor men. Poor men have been in the White House. Poor men in the Senate and House of Representatives of the Nation, and of the Senate and House of Representatives of every state in the union. And if today men are poor it is more because of the man than of the condition.

Men seem to think there is not as much religion in the world today as there used to be, and the old folks sometimes have it on us because we don't go to church. If I were a layman I wouldn't go to church, as often as the clergyman would like me to go. I would go if they had a clergyman worth hearing. But if religion is to be gauged by the amount of moral courage, philanthropy, brotherly love and kindness, I claim that there is more religion in one single day than there was before in a whole year.

Dr. Levy closed his discourse with a brilliant depiction of the conditions existing in ages past from an economical, social and religious standpoint in a masterly manner, and won the strict attention of his listeners throughout the entire oration, for an oration it indeed was. When he had concluded he was roundly applauded, and congratulated on all sides, and the opinion was unanimous that the discourse was one of the most brilliant and able that had ever been delivered in a meeting of this kind.

SPEECH OF W. E. WELLS.

We have heard a very instructive address and the Chairman here has intimated that he wanted an entertaining address from me. Now, boys, sitting as I do, facing Pete Rinkin, I am impressed with the idea that if I were to attempt to make an entertaining address

here to-night I should simply tell you the story of Pete's life. If I were to follow up the lines of Brother Levy and endeavor to deliver to-night an instructive address I should discuss literature, because that is my forte, but I find here at the head of the second page of the menu a quotation from Browning that is attributed to Alexander Pope. The reflection is entirely on the distinguished President of this association.

I am supposed to say something about the prospects of 1912, and if I take a too hopeful view of those prospects I want to prove to you that we have a right to be hopeful on the threshold of a new year. I have already established a historical fact; that hope has been springing eternal in the human breast as far back at least as 1732 on New Year's Day, and my friends if hope is not springing eternal in your breast to-night it is probably because you haven't a human breast. We have all made our mistakes in 1911, and we have all pledged ourselves that we don't repeat those mistakes. We have charged them all into profit and loss account of human experience. The books are closed. The ledgers clean, and I suppose that every good man is keen to get started in 1912 with a Pandora box full of hope and good intentions, and you needn't be discouraged by that other historical fact that that other celebrity takes: "Hell is paved with good intentions." This understanding was written on December 31st. That, my friends, was written at the end of a bad year by an inveterate old grouch, the like of which doesn't exist in the pottery or glass business.

Mr. Chairman, this audience of yours is very much mixed, and it is going to require a very fine type of diplomacy on my part to discuss the prospects here to-night because, Mr. Chairman, business prospects are very much involved in politics, and how am I going to discuss business without discussing politics, and how am I going to discuss politics without treading on a lot of corns, bunions and ingrown nails? I can remember the good old days when an intelligent audience of this size was made up in the proportion of about nine republican patriots to one degenerate democrat who refused to acknowledge the error of his ways, but nowadays where are we? We have gone trailing after false gods. We have become a political motley, and it is a safe gamble that in any audience of this size there is represented every shade of political opinion from Cannonism to Socialism.

I want to say in all seriousness in this distinguished presence that things are not as bad as they look; perhaps I had rather say that they are not as bad as they listen, because there is really a big noise, but believe me there is nothing the matter with business to-day, but noise, and there has been nothing the matter with business for the last four years but noise. There was a time recently that I was inclined to take a gloomy view of the outlook. When I believed that business was in the grip of politics, and had the life just about choked out of it. When it seemed to me that only a few of the old fashioned men remained in Congress. Those old men who clung to the antiquated notion that a big successful business had a right to exist under the United States government, and those few men had become so unpopular that the newspapers had quit printing their initials in capitals letters. It seemed to me that the majority of the people in Congress and of those out of it were demanding that modern business methods of centralizing concentrated business—those modern methods that have made of this country an industrial colossus among nations. Those people were demanding that those methods be prescribed, and persecuted, and doomed and damned and dissembled and dumped into the discards, and those same people that were making those demands were the ones who had carried their blind antagonism to business so far that they had even dared to attack the Supreme Court because it had refused to enter this campaign of destruction. Those same people in their rank inconsistency were the ones that were starting the cry all over the country: "What's

the matter with business?" It seemed to me that the socialist party was the outgrowth of that eruption. I could name right here to-night men of national prominence of much greater prominence than they deserve whose very public utterances are but insidious thrusts at the vitals of business. Men who assume to direct and legislate and govern business; that believe me don't know any more about the fundamental principles of the science of business than a hog knows of astronomy. But every dog has his day, and I miss my guess if it isn't getting long towards evening for the agitator. I believe that the vespers are beginning to ring on that gentleman. There is no doubt but that he will keep up the noise. It is just possible that in the presidential year that noise will increase because we may feel perfectly sure that the radicals in all parties will vie with each other in their burning denunciations of the "malefactors of great wealth," and their idea of a malefactor is any man who has accumulated just enough to employ a few of his fellow men. And you may depend that they will saw the air, and tear their hair, and they will sweat grease and gore in declaring against the iniquity of the trusts and of the interests, and their notion of a trust is any old industry that employs a hundred men or more, and an interest in anything under the sun that you want to take a swat at. They will conjure up in their hectic imaginations a pottery trust and a glass trust, and a lot of other fictitious trusts, and then they will sail into those imaginary trusts blindly just as Don Quixote sailed into the wind mill. This persecution of honest business is beginning to become a chestnut. The novelty is wearing off, and this is going to be an off year with the clapper tongue calamity howler. That gentleman has been hollering "Wolf, Wolf" for four years, and has any of you ever found where he has discovered or caught or proved a "Wolf?" The people are becoming tired of being drawn away from peaceful occupations to beat the bushes for wolves where they find only rabbits. They are becoming tired of this incessant warfare against honest business, and it is beginning to percolate through the minds of the masses that it doesn't pay. That it doesn't pay to throw a thousand men out of work and to destroy an industry just for the doubtful satisfaction of having revenge on the men that are at the head of that industry.

Gentlemen, it is time that the swords that have been used in this silly industrial warfare shall be changed into plowshares and people shall get back to raising beans instead of raising Cain. Because, after all, the people have only been cutting themselves, and that is just the reason that I say to you tonight that better times are coming, and I believe that the splendid energy of the workers is beginning to prevail over the noise of the knockers, and while we may not expect an immediate and complete recovery (we have been hit too hard for that), we can reasonably expect a gradual return to healthy business conditions. Now it is my deliberate belief that perhaps the rate of recovery may be modified by the result of the election next November. Nevertheless, I don't believe that the improvement will be materially retarded no matter which way that election cat jumps. It may be one year, two years or three years before we arrive at the full vigor and momentum of 1906, but we will have the pleasant sensation, fellers, of getting warmer all the time, and summing it up my view of the situation is just this: We have a right to be hopeful. We have a right to believe that this year will be better than last, and unless all signs fail we shall not find it necessary to write under the business history of 1912: "Hell is paved with Good Intentions."

Here the audience was entertained with humorous selections by Luke Barnett, one of Pittsburgh's well-known monologists.

J. A. Knox, President of the United States Glass Company, was the next speaker. Mr. Knox's address dealt particularly with the origin of glass making in

this country, and was of a statistical character. Following are some of the excerpts from his address:

"It would be tedious and perhaps somewhat uninteresting to trace the various phases of glass manufacture down through the intervening centuries, but in passing it might be well to state that the 14th and 15th centuries seemed to have reached the acme of art production in stained glass windows. The Italians and French being especially in the forefront. Little of importance seems to have transpired between this period and the latter part of the 17th century when looking glasses were first manufactured. This invention giving at that time somewhat of an impetus to an industry that seemed to be slowly dying out.

Let me quote from some statistics prepared by the Pittsburgh Chamber of Commerce:

Plate glass, United States.....	\$14,750,000
Pittsburgh district	7,550,000

or about 40 per cent.

Window glass, United States.....	15,500,000
Pittsburgh district	6,248,000

or 50 per cent.

Lamps, etc., United States.....	6,000,000
Pittsburgh district	4,200,000

or 75 per cent.

Pressed ware, Pittsburgh district.....	\$4,275,000
Total value, Pittsburgh district.....	22,273,000

or by tonnage about one-third of the total glass production of the United States. In considering these figures it is only fair and proper to bear in mind that labor receives from 35 to 50 per cent. of the value of the finished product. Just what bearing that fact has on the prosperity of the community can be readily understood by my hearers.

The next speaker was Mr. W. A. Donkin, secretary of the Pittsburgh Industrial Development Commission. Mr. Donkin outlined in detail the object of the Pittsburgh Industrial Commission, explaining the great amount of good that is done to the various industries in the Pittsburgh district through the channels of the Commission. His address was entirely of a local character, and dealt more generally on the various commodities in raw materials manufactured and distributed from the Pittsburgh district.

The proceedings of the evening closed with the singing of "Auld Lang Syne."

ON THE PACIFIC COAST.

THE retail crockery and glass dealers are taking inventory this week and getting ready for sales which will clear out the left-over stock and make room for new and unbroken lines. They are very much encouraged to see that business is keeping up now that the holidays are over. No special inducements are necessary at present to keep alive the shopping interest, as the stimulus of holiday buying seems to have carried over.

The wholesalers are for the most part on the road. Some few are still awaiting the arrival of the new samples, which are very late this season; others have gone on as soon as the first shipments by express

were received. Several large orders have already been placed, which starts the year off in good shape.

* *

The Morgan & Allen Co., in the Jewelers' Building, Post street, has called a meeting of stockholders for the purpose of considering increasing the capital stock of the company from \$250,000 to \$500,000 in consequence of the increase in business done by the corporation. The company represents the Meriden Cut Glass Co. and several others.

* *

R. H. Smith, with S. A. Weller Co., Zanesville, Ohio, has sent advance notice that he will be in San Francisco about the middle of the month.

* *

Marsh & Kidd, 617 Mission street, have received a few pieces by express of the new patterns from the Duncan & Miller Glass Co., Washington, Pa., and the full line is expected by the end of the month.

* *

G. Dorn, of the Dorn Ceramic Supply Co., will start East next week on his annual purchasing trip.

* *

Chas. Brown & Sons, 871 Market street, report that the demand for domestic crockery is increasing all the time, while the demand for imported dinner ware is falling off. They plan to rearrange the main floor of their store to make more room for some of the departments which have shown decided growth.

* *

The traveling force of the Nathan-Dohrman Co. has started on the road.

* *

C. C. Brandes, European buyer for the American Importing Co., has just returned from his annual six-months' trip. The next six months he will be here.

* *

The local office of the Fostoria Glass Co., 718 Mission street, has received a first shipment by express of the new pattern known as the 1861 Lincoln from the factory in Moundsville, W. Va. It is a plain pressed, medium-priced line consisting of about seventy-five pieces. A shipment of twenty-five different dinner patterns from the E. M. Knowles China Co., East Liverpool, in the new Cumberland and Westover shapes is expected at the sample rooms.

* *

Geo. A. Boomer, local manager for the Plume & Atwood Mfg. Co., has started out to cover the coast territory.

* *

Walter Honeyman, from Portland, Ore., is a guest at the St. Francis this week.

* *

Houser & Reese have sold out their housefurnishings lines at McMinnville, Ore.

* *

Mr. Nieper, of the Dohrman Commercial Co., is in Los Angeles visiting the Parmelee-Dohrman Co.

there. He is expected back before the end of the month.

* *

Mr. Dunn, local manager for the United States Glass Co., having received word that the next shipment from the factory had been delayed for three weeks, started out without waiting to see the new patterns.

* *

W. E. Hillers has now taken over the crockery and tea business of the Great American Importing Tea Co. at Fresno, Cal.

* *

The threat of the Western railroads to put into effect a lot of new rules regulating and limiting the size, weight, etc., of trunks and sample cases carried by commercial travelers is not to be accomplished for the present. The protest of manufacturers and others interested has apparently been sufficient to get the matter postponed indefinitely. The crockery and glass travelers generally were largely interested in the defeat of the proposed regulations.

* *

Kahn Bros., owners of a large department store in Oakland, will begin work on their new building at Fifteenth street and San Pablo avenue March 1. It will cost about \$500 000 and will be one of the most complete department stores in the West.

AT CHICAGO.

OPTIMISTIC comment is the rule in all branches of the local trade. Wholesale houses and manufacturers' agents already note evidence of the coming activity in new orders by mail and the presence in this market of out-of-town buyers. Retail trade has again acquired fair proportions along State street, and outlying stores also have given favorable reports.

* *

"The trouble with 1911," said a local jobber, "was largely due to fear, rather than facts. The feeling went abroad that business was going to drop materially from the high record of the preceding year, and too many dealers prepared to cross bridges before they came to them. Evidence of this was found in the hurry-up orders that came in just before Christmas, when many cautious buyers found that their fears of a slack demand had not been justified. Stocks in many instances were found inadequate to meet the demand, and local wholesale houses and manufacturers' agents were forced to decline late orders because the goods could not be obtained from Eastern factories. Some dealers were obliged, in order to meet the wants of customers, to come to Chicago and buy stock from the large retail stores or at least pay a premium on goods that were unwillingly disposed of by local houses. I believe the

prospect at this time is fully as good as it was a year ago, and that while the Presidential year may have a minor deterrent effect, it will not be nearly so marked as some pessimistic prophets have imagined."

* *

A well-known manufacturers' agent who recently made a trip to the Eastern factory states that he received quite a surprise to find there one of the buyers for a large State street house, who reported that stocks had been so depleted by the Christmas rush that further buying was an immediate necessity. Here was another instance where the judgment of an experienced department head was at fault, for the admission was readily made that had their stock been more complete sales would have shown a larger total.

* *

F. B. Tinker, representing seven prominent cut glass manufacturing concerns, says that since the first of the year business has been very good, one order amounting to \$2,800 having been received. The companies now represented by Mr. Tinker are Krantz, Smith & Co., H. C. Fry Glass Co., Rochester Cut Glass Co., Toledo Star Cut Glass Co., Bonita Art Ware, Empire Cut Glass Co. and the Chicago Cut Glass Co. Mr. Tinker will leave for New York at the end of next week, making his headquarters at the Grand Union hotel.

* *

The crockery and glass departments of Mandel Brothers have been located temporarily in the completed section of their new fifteen story building. After the south section of the new structure is finished these departments, now in charge of D. Saunders, will be removed to new quarters.

* *

Ferdinand Daudt, of the Daudt Crockery Co., Toledo, O., was in Chicago during the week.

* *

The new line of "double plate etching" of the Economy Tumbler Co. is now being shown for the first time at the sample room in the Kesner building. Earl W. Newton, local manager, will leave the first of the week for St. Paul and other points in the Northwest.

* *

F. P. Armbruster, first vice-president of the Burley & Tyrrell Co., is in Indianapolis for a few days.

* *

A. Y. Boswell, of Tulsa, Okla., visited the Chicago market during the past week.

* *

Mr. Wheelock, of South Bend, Ind., called on the local trade a few days ago.

* *

J. H. Diehl, of Louis Wolf & Co., has just returned from an Eastern trip.

Among the Potteries

East and West

The season starts out well. A number of buyers are here and placing good orders. All the plants are working, and a spirit of cheerfulness is evident everywhere.

* *

H. F. Weber, for several years in charge of the sales department of the Millersburg (O). Glass Co., has become identified with the Warner-Keffer China Co., of this city, and will travel the Western territory, succeeding Harry A. Keffer.

* *

Among the buyers visiting the district during the past few days were the following: A. L. Habekatte, with Cincinnati Mercantile Co.; I. J. Rively, with Gable Co., Altoona, Pa.; J. Leary, with the "Outlet" Co., Providence, R. I.; K. K. Denniston, with J. D. Purcell Co., Lexington, Ky.; I. Leopold, of J. Leopold Co., Baltimore; W. J. Ludwig, with W. L. Milner Co., Toledo, O.; George Lobsitz, with the Knott Syndicate, New York; Mr. Hahn, with Lyons Dry Goods Co., Toledo, O.; Mr. Herod, with W. A. Weiboldt Co. Chicago; Mr. Metzgar, with Fridel's China Shop, Wheeling, W. Va.

* *

George C. Pugh, a former well known glass salesman, and who has become associated with the Harker Pottery Co., has been spending several days at the home office this week previous to starting on the road.

* *

Freehand decorated dinnerware is to be made a feature this season by the Warner-Keffer China Co. It has been many years since this form of decoration has been seen on dinnerware. The new "Panama" plain shape is the one being used for this treatment.

* *

W. F. Witherell, of Rochester, N. Y., who covers the Eastern territory for the Edwin M. Knowles China Co., has been spending some time here, dividing his attention between the local hotels and the pottery.

* *

It is generally believed by manufacturers that dinnerware will prove to be the best seller this month,

The specialty season will not open much before early spring, although some specialty goods are now being sold. The plain shapes are in demand, and in many instances early deliveries are specified.

* *

It is said that Sibley, Lindsey & Curr, of Rochester, N. Y., will open an office and sample rooms in Reading, Pa.

* *

Oval cigar trays, neatly decorated, and with the name and compliments of the firm stamped in gold on the base of the tray, are being given to the trade by the West End Pottery Co.

* *

Salesmen who make Chicago say that the scheme buyers there are surely plungers and are willing to take chances on anything that looks good. The East Liverpool district does an immense business in the Chicago market, and it is growing every year.

* *

A pottery salesman is authority for the statement that the city of Washington, D. C., is one of the best places to sell combinets. Carload after carload is shipped to that point, both in stoneware and semi-porcelain.

* *

George S. Davis, Western salesman of the Knowles, Taylor & Knowles Co., is spending the month at the home office. Willard Morris, of the Central States territory, and Hugh Nevin, of the Eastern territory, are also looking after the visiting buyers.

✕

The plant of the Tritt China Co., which Niles, O. has been closed for a fortnight to permit the completion of a number of repairs and changes, has resumed operation.

✕

Bids are now being received for the Du Bois, Pa. construction of the new plant of the Bohemian Art Pottery, which is to be built here by local capital. As the name implies, art goods will be the product.

Workmen have been placed at the Zanesville, O. benches of the new Brush-McCoy pottery, which is operating in the former plant of the J. B. Owens Co. When running full this concern will employ about 250 people.

* *

Operations have been resumed at the plant of the Ohio Pottery Co., destroyed by fire late last year.



C. H. Ueberroth is in charge of the Sebring, O. sales department of the new Saxon China Co. Within a few weeks this plant will be operating all departments to capacity, and will cater to large jobbing business as well as the smaller trade.



The Western Porcelain Mfg. Co. Spokane, Wash. has closed a deal for the purchase of a site for a new china factory at Millwood, in the Spokane valley. Work on construction of the plant will be commenced within two weeks.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Experienced man to buy china, pictures, house-furnishings, sporting goods, dolls, toys. A live hustler desired. Young man with big department store experience preferred. Apply at once to SCHIPPER & BLOCK, Peoria, Ill.

SALESMAN to sell on commission old-established line of art glass shades, domes and complete lamps, in territory west of Hudson River and east of Utah, including the South. Address Box 783, this office.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

OAKWOOD ART POTTERY CO.,

Wellsville, Ohio.

Manufacturers of HIGH GRADE ART WARE

Also a complete line of

ROCKINGHAM AND YELLOW WARE.

PATTERSON BROS., Wellsville, Ohio.

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CROCKERY & GLASS JOURNAL

NEW YORK, JAN. 18, 1912.

THE CONDITION OF BUSINESS.



New York The buying season of 1912 opens auspiciously. During the second week of the year the visitors at Pittsburgh not only came in great numbers, but bought freely. Men who had not been to the glass exhibit for years were in evidence, together with many who had never before visited the show. One of the most gratifying features was the lack of attempt to lower prices on the part of buyers. They accepted quotations without a murmur, and either bought or left them alone. It was usually buy, however. Another good thing was an evident desire to purchase the better grades of glass. While the orders placed are not a full guarantee of what business is to be, they form an indication. In many instances, particularly with large buyers, the first order is only for samples. This order may run into big figures later on. The syndicates, the five and ten cent buyers, and the scheme houses have increased their favors very materially. So far the principal buying has been done by Eastern concerns. The Western men, who really take the bulk of the goods, had not at this writing made their appearance. If what the East has taken is an earnest of what the trade will be, the glass men certainly will have no cause to complain.

The potters, too, have had a splendid trade. Buyers who visited the glass exhibit ran down to East Liverpool to view the crockery lines. As many as thirty were there at one time. Some of the five and ten cent buyers did not wait for the January display, but placed their orders before Christmas. One of these syndicates, it is reported, distributed orders amounting to more than a million and a half dollars with four firms. The department store men, who have not been enthusiastic buyers for some time, have been good customers so far, taking liberally all kinds of wares.

The importing season has not opened yet, but by the first of the month the samples will be ready in most places, and all will be in shape by the middle of the month. A large influx of visitors is expected on or before the 15th inst., as strenuous efforts are

being made to get buyers to attend the Salesmen's banquet on that date. _____

While there have been a few buyers arriving in New York this week, they have been mostly engaged in matching up goods they have in stock. Mail orders from all parts of the country are very gratifying, and many importers say that the orders received in this way are larger than for many years at this season—another evidence of the shortage of goods in retailers' hands everywhere. _____

Retail trade is better than it was last year at this time. With depleted stocks—averaging thirty per cent less than in 1911, and nobody knows how much less than in 1910—if merchants intend remaining in business they must buy goods, and every dollar's worth they sell now only increases their need of ware. _____

Truly, the year opens in fine shape. No boom is looked for, but the prospects are certainly for a steady, increasing and solid business in spite of its being Presidential year. All the buyers questioned are of the opinion that the election next fall will have less influence on trade than usual.



Pittsburgh and Vicinity.

Business continues excellent with the glass manufacturers, and the optimistic feeling evidenced when the exhibit opened a fortnight ago is more pronounced than ever. All along the line salesmen are confidentially showing the volume of business they are booking—so pleased are they at results. All lines are moving nicely. Blown ware is very popular this season, and liberal orders are being taken.



East Liverpool and Vicinity.

Inquiries concerning new lines for the current year are excellent, and the placing of orders is more generous than for several seasons. Confidence is felt all along the line. Manufacturers, buyers and salesmen alike believe that 1912 will be a good year.

AT BOSTON.

THE majority of local traveling men have left to cover their respective territories with the latest lines of samples, among which are many entirely new innovations.

Chase & Francis have just received the new line of salts and peppers, lamps and decorated opal novelties from the Eagle Glass and Mfg. Co., Wellsburg, W. Va.

Mr. Kaiser, of Morimura Bros., will close up their line Thursday after experiencing a phenomenal demand. He intends to open up January 21st at the Bingham House, Philadelphia.

The Brooks Mfg. Co. is a new corporation to manufacture and deal in lamps, fixtures, portables, etc. Capital stock, \$20,000. Thos. A. Brooks, president and treasurer.

The Densmore Mercantile Corporation, Boston, has been incorporated for \$50,000 to manufacture, buy and sell household furnishings, furniture, dry goods, etc. Louis E. Densmore, president.

Chas. M. Acher, representing the Roseville Pottery Co., Zanesville, is covering New England territory this week.

Murt S. Wallace, Boston manager United States Glass Co., has returned from a trip to Pittsburgh.

William R. Amidon, foreign buyer for the Mitchell, Woodbury Co., sailed Saturday upon his annual visitation throughout the trade centres of Europe.

George A. Bauer, with Bennett Pottery Co., visited the Hub last week.

E. Roy Pierce, president of the Hews Pottery Co., Cambridge, the largest manufacturers of flower-pots in the world, is inspecting the company warehouses at Long Island City, N. Y.

The Elk Flint Bottle Co., Boston, report assets of \$67,500.

The Smith-Lee Co. have removed to 28 Fenn street, Pittsfield.

A partnership has been formed at Westfield, to be known as the W. E. & W. M. Ahern Co. Business, kitchen furnishings, hardware, etc.

H. L. Jones has opened a variety store in Palmer, Mass.

Albert Richmond, for several years with the Adams Gas and Electric Co., has opened a venture of his own at 62 Summer street, Adams, Mass. A

full line of lamps, gas and electric fixtures will be carried.

Henry Davis, of Rockland and Belfast, Me., was in town this week replenishing depleted stocks.

As representative in Boston and New England, Harry B. Hollis will care for the line of clocks for C. B. & J. Warner and the Niagara Cut Glass Co.'s business.

Paul M. Phillips, representing S. A. Weller, is covering Rhode Island and Connecticut this week, and will enter New York territory next week.

Mr. Stewart, conducting a chain of twenty-five cent stores at Holyoke and Western Massachusetts, visited the Boston coterie this week in search of novelties.

A.C. Hislop, representing Porteous, Mitchell & Braun Co., Portland, Me., visited the local trade last week, after which he proceeded to Pittsburgh's annual glass exhibit.

Other buyers in town this week were A. H. Racciot, of Racciot Bros., Webster;; Thomas Keller, with Denholm & McKay Co., Worcester;; Frank H. Dunmore, with the Shepard Co., Providence;; James F. Leary, for J. Samuels & Bro., Providence; Clifford S. Cobb, the Johnson Co.; George W. Alden, Brockton;; Mr. Flanders, F. N. Joslin Co.; George Thibedeaux, New Bedford Dry Goods Co.; Foss, Nichols & Foss;; Mr. Leary, the "Outlook," Providence;; Miss Peabody, the Lowe Co., Haverhill; Charles L. Emerson; Mr. Laviska, P. B. Magrane & Co., Lynn; Mr. Ryan, Bon Marche, Lowell; Mr. Harrington, for Harris-Mowry Co., Pawtucket, R. I.; Mr. St. Louis, for the James Edgar Co., Brockton; Mr. Stewart, Holyoke; Harry Alex, New Britain, Conn.; F. W. Fisher, with Nelson & Co., Haverhill and Lawrence; W. E. Whipple, of Eaton & Whipple, Fitchburg; Mr. Armstrong, Marlboro; G. W. Drury, South Framingham.

NEW CALENDARS.

THE calendar issued this year by B. F. Drakenfeld & Co. is one of the prettiest they have ever gotten out. It is a beautiful piece of work, showing a female figure holding a horn of plenty as she floats amid the clouds.

The Globe Pottery Co., of East Liverpool, have taken as a subject for their calendar this year the Concord Bridge, where the Minute Men of the Revolution "fired the shot heard 'round the world." It is a reproduction of a water color, and so finely executed that it is really worth framing

The New York Crockery and Glass District.

Herman C. Kupper has received a large consignment of low priced Ahrenfeldt dinnerware, mostly plain shapes. The decorations are a distinct departure from anything put on the market before; yet extremes in both design and coloring have been avoided. The combinations of colors are so varied that everyone can be suited. No buyer can go away after seeing the array without finding many patterns that will please his customers.

The Fostoria Glass Co have sent to their New York showrooms three new plain handled nappies. Their very simplicity and neatness are their chief attraction, aside from the quality of the metal.

Vogt & Dose have received many new decorations in dinnerware recently—in fact, upwards of forty or fifty are now on display. A striking and radical departure is a broad ivory band on the fine white Limoges china, upon which the various border designs are placed. These borders consist of roses and other blossoms, delicately colored, conventional designs of excellent character, and rich coin gold encrustations. Buyers may find patterns here to suit all the tastes of their customers.

William Dealing has received three new and attractive lines in pressed glassware from the Cambridge Glass Co. One of the designs, bearing a diamond border on Colonial shape, is particularly good and cannot fail to receive the favorable attention of buyers.

Never were so many new things set out for inspection as are found on the display tables at Morimura Bros. this season, nor did they ever present so artistic an aggregation of exquisite conceptions among their decorations, or such attractive and original shapes. One thing that is particularly striking is the tendency of the decorations to follow along French lines, yet with that true touch of the oriental that makes them so attractive and alluring. One exceptionally pretty conception with the Japanese apple blossom for a motif cannot fail to receive

attention. The delicate tint of the petals against the green of the leaves is in beautiful contrast, while the raised gold festoon decorations give the design a very rich finish.

The Strobel & Wilken Co. will be ready February 1. with all their various lines. The dinnerware samples will show many new and exclusive patterns at convincing prices. They will have a particularly good display of fancy china, souvenir lines and cut glass. They are sole agents for the United States and Canada of Arthur Wood's Rockingham teapots.

Replete with a line of absolutely new decorations and shapes, the showrooms of J. J. Hines, 25 West Broadway, present more than the usual attraction for buyers desiring fancy goods and short lines. The Limoges china specialties are very artistic, the bold floral decorations being particularly well carried out. The conventional conceptions are excellent, while the rich gold encrustations are not surpassed anywhere.

Anyone wishing an attractive lot of lamps and illuminating glassware at much reduced prices will find them at the New York office of the Pittsburgh Lamp, Brass and Glass Co. The line is being sold to make room for the new samples now coming in.

A. H. Ledden has received from the Buffalo Pottery some handsome pieces of Deldare ware with a new treatment called "Buffalo." The subjects of the decorations are mainly marine views in rich colors and with gorgeous sunsets. The new shape in dinnerware, "Thais," is decorated in a variety of designs—some with floral and others with conventional borders verging on the oriental and Grecian order.

Geo. F. Bassett & Co. make their initial announcement this week. As usual it is pithy, pointed, and conveys much in little. Making a specialty of dinnerware, and open stock patterns at that, largely, they are in a position to supply the wants of buyers. They

style their establishment "The Dinnerware House of America," and their samples should be seen by every progressive crockery man in the country.

2

It is said that the Eagle Importing Co., doing business at 396 Broadway, is in financial difficulties, and a number of the agents in the District are wondering whether they will get any of their money or not. The firm claimed to be jobbers, and supplied peddlers who sold china, cut glass and household necessities by house to house canvassing.

AN INVENTOR SEEKS HELP.

CYRUS ARNONE, who operates the White Rats Tonsorial Parlor, East Fourteenth street, does not realize that glass manufacturers cannot make everything in glass, and up to date his experience has cost him about a thousand dollars. He has a patent shaving mug, the inside of which he wishes to equip with a receptacle to hold soap which can be screwed up and down so that the soap shall always retain a certain level. There appears to be some great difficulty in making a mould to accomplish this result, and he is still willing to pay away more of his good dollars to any glassmaker who can produce the goods.

STILL REACHING OUT.

CASSIDY & CO., Ltd., Montreal, who last year consolidated the most important houses in Canada, and included Bawo & Dotter of this city, have recently absorbed the business of Fred Buscombe & Co., Vancouver, B. C. Mr. Buscombe will sever his connection with the firm, but his brother will remain. The combination now almost absolutely controls the jobbing trade of Canada.

BUSINESS BRIEFS.

The stock and fixtures of the Standard Crockery Co., 29 Cooper Square, this city, were damaged by fire January 14. Insured for \$8,000.

Amended articles have been filed by the Jens Lorenzen Crockery Co., of Davenport, Iowa, increasing the amount of capital stock from \$30,000 to \$75,000.

At the annual meeting of the Warwick China Co. on January 25 resolutions will be considered providing for the reduction of the capital stock to \$300,000, and authorizing the creation and issuance of preferred stock amounting to \$25,000.

Newman & Son, East Liverpool, who have conducted one of the most modern variety stores in the upper Ohio Valley for fourteen years, have filed a petition in involuntary bankruptcy in the United States court at Cleveland. Assets and liabilities are not given, but it is understood that prospects for the creditors are favorable.

ON THE PACIFIC COAST.

PRACTICALLY all the travelers are making their trips this month, and very encouraging reports from them are being received at headquarters.

Mr. Cronmeyer, Coast representative for Bawo & Dotter, now in New York selecting new samples for import, has sent word that he will be back in the sample rooms on Mission street by the first of February.

B. F. Heastand, Coast manager for the Fostoria Glass Co., left on the 8th for a three-weeks' trip through the southern part of the State. Arrangements have recently been concluded whereby Mr. Heastand will hereafter also represent C. B. & J. Warner's line of clocks and the Niagara Cut Glass Co. on the Pacific Coast.

The C. A. Brown Co. announces that arrangements are all perfected for the opening of the Denver office, which will be under the management of R. L. Bocock. The Portland office is also rapidly nearing completion. Mr. Bartels will have charge of it, and will make his permanent home in that city. This company is in receipt of many new and interesting patterns from the different concerns which it represents.

R. H. Smith is visiting San Francisco trade this week in the interest of S. A. Weller. From here he will go to Los Angeles.

Mr. Dunn, who is now in the northern part of the State picking up business for the United States Glass Co., is expected back here the 23d of this month.

The travelers for the Anglo-American Importing Co. are all on the road again and securing larger orders than usual for this time of the year. A large shipment from the W. S. George Pottery Co., East Palestine, is announced at the showrooms on Mission street.

The Heyman-Weil Co., who recently put in a crockery and glass department, report that it is working even better than was expected.

Leo. Himmelstern, who has been in Europe for a couple of months buying for Himmelstern Bros.,

arrived in New York on the George Washington on the 16th of this month, and will return here early in February.

* *

The twenty-eight new dinner patterns from E. M. Knowles China Co., including the Cumberland, Westover and Mt. Vernon shapes, have, after much delay, reached their destination at the sample rooms of the Fostoria Glass Co.

* *

Mrs. M. Levy, who until recently was in business in Stockton, Cal., has opened a crockery and glass store at 1221-23 Polk street. She will carry a complete stock at a wide range of prices, and will no doubt work up a large trade, as she has very few competitors in that section of the city.

* *

C. Dorn, of the Dorn Ceramic Supply Co., has gone to New York on his annual purchasing trip.

* *

The Golden State Mason fruit jars have reached the second year of their popularity along the Pacific coast. The Schloss Glass Co., 19 Beale street, is agent for them here. This company also handles the Ripley & Co. display jars, which are much favored by fruit growers to display their products.

* *

The directors of the recently-incorporated Los Angeles China Mfg. Co. are now considering the neighboring town of Ontario as a possible seat for their factory and are conferring with the Chamber of Commerce there with reference to securing a suitable site at that place.

* *

A. A. Otte started south in the interests of the Pittsburgh Lamp, Brass and Glass Co. January 8. He will be gone about six weeks, covering his entire territory before returning.

* *

Wm. Nieper, of the Dohrman Commercial Co., has returned from a short visit to the Parmelee-Dohrman Co. in Los Angeles and reports business fine in the southern part of the State.

CO-OPERATIVE STORES IN ENGLAND.

IN Manchester and the North of England generally the laboring classes of the population continue to favor co-operative societies or stores, says Consul Church Howe, who is stationed at Manchester. This system of purchasing, with its attendant bonus or dividend, is an important factor in housekeeping as practiced in the industrial districts of this manufacturing center.

The numerous co-operative stores are members of a parent wholesale society, from which all purchases are made direct. The co operative societies have their own mills and warehouses; they own a fleet of steamers and import goods from all parts of the world. Co-operation in its various phases of industrial and provident societies comprised in the report of the Chief Registrar of Friendly Societies for 1909 represents a membership of 2,777,513, with total assets amounting to \$294,897,470, an increase of about \$10,949,625 during the year.

Of the societies which furnished returns for 1909, 250 were wholly "productive" in their operations, 901 wholly "distributive," and 1,155 both "productive" and "distributive." The number of members at the close of the year was 2,613,142; the aggregate sales of goods amounted to \$547,064,299, a total exceeding that of any previous year. However, the business of certain productive societies is transacted almost entirely with the distributive societies in the movement. Duplication therefore exists in the sum before mentioned to the extent of the sales of these societies, approximately \$165,461,000 per annum.

The expenditure for salaries, wages and establishment charges in respect of productive departments amounted to \$17,294,183, and of the distributive departments to \$27,970,851. It will thus be seen that the societies are direct employers of labor to a very considerable extent. The balance on the trade of the year in 1,974 societies resulted in a profit of \$53,948,632, and in 240 societies in a loss amounting to \$153,309.



PRODUCTS OF CRISTALLERIES DE SAINT LOUIS, LORRAINE.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 18, 1912

THE WAY TO SECURE ORDERS.

WHETHER pressed, cut or blown glass, domestic or foreign, whether French, English or Austrian china or the domestic product, all the new goods on display this season show great diversity in decoration and originality in design. The one thing that impresses itself upon those whose mission it is to see all the various creations is the fact that manufacturers realize that unless they continually have something new, and at the same time as good as, if not better than, their competitors, they will be passed over when orders are given out. And so good are the majority of the new things this season that the agent in many cases thinks he has the winners and has only to show them to get orders, forgetting that his competitors have not been asleep and have also things that equal, if they do not surpass, his.

Never was it truer than now that the fittest survives; yet by intelligent and progressive methods even those who do not have exactly the best goods may get their share of business.

Perhaps no one is better fitted to judge of the multiplicity of good things prepared than our representatives, who are constantly visiting all the various displays and are therefore in a position to state exactly what is spread out for the delectation of buyers. As a result of such inspection we each week present to our readers what in our judgment is worth their while seeing.

But what we would impress upon the mind of the agent or manufacturer, in order that his partic-

ular line of goods should receive the attention he wishes for them at the hands of buyers, is not to get into his head that his are the goods that a buyer must necessarily purchase—for there are always other things so similar and equally as good that it little matters which is selected, as the buyer's department would look equally attractive with one line as the other.

Therefore we advise letting the buyer know at the earliest moment what you have to present to him, so that you may be as near as possible the first in the field and land an order before he has seen your competitors' lines. This may be done in many ways, but the surest and quickest is to advertise your goods with a faithful reproduction of the designs and shapes in the form of an illustration.

The buying season is upon us. Now is the time to start advertising. Let us bring your goods to the notice of the buyers.

PERSONAL.

TO be the oldest director of one salesman's association and vice-president of another should be honor enough to satisfy any man. At any rate, it demonstrates his popularity. This distinction falls to the lot of John Nixon, who is spending this week at the Fostoria Glass Co.'s factory, Moundsville, W. Va. Mr Nixon will visit the exhibition at Pittsburgh and return to New York again the beginning of next week.



Harry G. Freese, president of Vogt & Dose, will start at the end of the week on a trip to show all the fine things they have prepared during the last few months to the buyers, first in Philadelphia, then on to the South as far as Jacksonville, Fla. He will also take a trip through the Middle West.



P. J. Handel, who was in the city last week, said that all his representatives are now in their territories—J. E. Austin covering Chicago and all points West, including the Pacific Coast; J. A. Roberge caring for Canada, New England and the Southern States; while Wm. Handel has New York State, the Middle West and part of the New England territory.



L. D. Clark, of Easthampton, L. I., was in the city this week making purchases for his summer business. He caters largely to the boarding-house, hotel and transient visitors' trade.



One of the victims of the recent shocking automobile accident at Trenton, Alfred Donald Reed, was a salesman for the Trenton Potteries Co. Miss

Annie Shakosky, one of the girls of the party, was a daughter of Joseph Shakosky, a kiln-burner. Young Foster, the only surviving member of the party, is the grandson of the late Elijah Mountford, of the old firm of Burroughs & Mountford.



John C. Fisher has closed arrangements with the C. F. Monroe Co., Meriden, Conn., and now represents them in New York City, New England States, and Philadelphia.



Leonard Stock has started out for a short trip to the West in the interest of Herman C. Kupper. He will be back home by the middle of February.



W. M. Oddie, of the Geo. H. Bowman Co., Cleveland, spent a few days in New York this week. He will make another visit to this city next month.



Messrs. Proctor and Flanders, of the Jones, McDuffee & Stratton Co., Boston, spent two days in New York this week on their way home from a visit to Pittsburgh.



O. L. Sutherland, with George F. Bassett & Co., leaves the middle of next week for his annual far Western trip. Philadelphia will be his first stop, and he will take in Chicago for the first time. From there he will go to the Northwest, and so on to the Pacific Coast.



A. L. Casey, president of the Guernsey Earthenware Co., returned from his second trip to New England delighted with the result, and after calling at the office of his New York representative took the train to Cambridge, O.



Clarence Nutter has been appointed buyer of crockery and glass for W. C. Leonard & Co., Saranac Lake, N. Y., in place of Geo. L. Hooley, who has recently relinquished the position.



Winslow Goodwin and Clemens Kintz, of the Goodwin & Kintz Co., Winsted, Conn., visited the New York office last week.



William Prentice, of Cassidy & Co., Montreal, was in New York this week, with headquarters at Bawo & Dotter's.



Y. Matsuhara, resident European manager of Mogi, Momonoi & Co., who has been visiting this country, returned from a trip through New England this week, and leaves on Sunday night for Japan, stopping at some of some of the principal cities on his way. He was accompanied on his New England

trip by E. S. Bennett, and H. N. Herber goes with him on his Western trip.



C. F. Longacre was in the city on Monday making purchases for Bush & Bull, Williamsport, Pa.

THE SALESMEN'S BANQUET.

THE following letter from the chairman of the banquet committee will be read with interest:

Jan 15, 1912

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir: We beg to advise that the annual banquet of the Salesmen's Association will take place February 15th at Louis Martin's, Broadway, between 41st and 42d streets. Tickets will be \$3.50.

There will be a very fine programme of music and vaudeville for the evening entertainment, and we shall be glad if you will give this the greatest possible publicity, as we want to make it a great success.

Yours very truly,

W. S. PITCAIRN,

Chairman Banquet Committee.

P.S.—The dinner will be entirely informal, and members may come attired in morning, afternoon or evening dress, khaki or kilts.

IN TOWN

Abbreviations—c, crockery; g, glass; hf, housefurnishing; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

H J Machle, with J H Hebben D G Co, hf, Cincinnati. 377 Broadway.

H E Kline, with Watt & Schand, hf, Lancaster, Pa. 55 White.

Mrs L B Walter, with Gimbel Bros, s, Philadelphia. Broadway and 32d.

O Phillips, with McCreery & Co., c, Pittsburgh. 214 Church.

J B Rathell, with Hutzler Bros, hf, Baltimore. New Grand.

A C Hislop, with Porteous, Mitchell & Braun Co, hf, Portland, Me. 55 White.

F Kerr, with C Frankla & Co, hf, Grand Rapids. 55 White.

A M Nordland, with L S Donaldson Co, hf, Minneapolis. 2 Waker.

J W Kelly, with Gilchrist Co, hf, Boston. 55 White.

C E Hunt, with J C MacInnes Co, hf, Worcester, Mass. 55 White.

J Rieley, with Smith-Murray Co, hf, Bridgeport. 55 White.

B H Martin, with Callender, McAuslan & Troup Co, hf, Providence, R I. 2 Walker.

G B Bailey, Jr, with J McLean & Sons, hf, York, Pa. 55 White.

W O Day, with Miller & Rhoads, hf, Richmond, Va. 55 White.

F J Stanley, with Porteous & Mitchell Co, hf, Norwich. 55 White.

J Jardine, with Smith & Murray, hf, Springfield, Mass. 55 White.
 J B Brosseau, with E. Malley Co, hf, New Haven. 320 Church.
 W L Ledger, with Brown, Thomson & Co, hf, Hartford. 2 Walker.
 A Kallman, with England Bros, hf, Pittsfield, Mass. 75 Spring.
 A R Willauer, with W Laubach & Sons, hf, Easton, Pa. 395 Broadway.
 F A Monteil, with G Fox & Co, hf, Hartford. 320 Church.
 G A Hinckley, with Gilchrist Co, hf, Boston. 55 White.
 A Boettcher, with O'Connor, Moffatt & Co, hf, San Francisco. 114 Fifth avenue.
 I Joseph, c, Hudson, N. Y.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
 January 16, 1912.

BREMEN

17 packages glassware..... L Straus & Sons
 13 " " A Steinhart & Bro
 11 " " Strobel & Wilken Co
 187 " " Miscellaneous Orders
 160 " earthenware..... Geo Borgfeldt & Co
 43 " " Karl Hutter
 42 " " Miscellaneous Orders
 9 " chinaware..... Strobel & Wilken Co
 208 " toys Geo Borgfeldt & Co
 22 " " F W Woolworth
 17 " " F A O Schwartz
 131 " " Strobel & Wilken Co
 233 " " Miscellaneous Orders

LIMOGES

95 packages chinaware..... Theodore Haviland & Co

ANTWERP

21 packages toy Strobel & Wilken Co

HAMBURG

2 packages glassware Fensterer & Ruhe
 3 " " Froeber & Vollrath
 8 " " Strobel & Wilken Co
 3 " " Miscellaneous Orders
 24 " chinaware Strobel & Wilken Co
 44 " toys " "

HAVRE

83 packages chinaware..... Wm Guerin & Co
 8 " " Bawo & Dotter
 188 " " Haviland & Co
 15 " " H R Churchill
 7 " " C L Dwenger
 8 " " Miscellaneous Orders
 122 " glassware..... E Utard
 131 " " Miscellaneous Orders
 2 " " Bawo & Dotter

LIVERPOOL

5 packages earthenware..... W S Pitcairn
 13 " " G F Bassett & Co
 11 " " R Slimmon & Co
 21 " " F W Woolworth
 10 " " O Goetz
 3 " " H C Edmiston
 21 " " Meakin & Ridgway
 8 " " E Bcote
 23 " " Maddock & Miller
 2 " " Strobel & Wilken Co
 2 " " Miscellaneous Orders

LONDON

27 packages toys..... Strobel & Wilken Co

ROTTERDAM

21 packages earthenware Geo Borgfeldt & Co
 23 " " L D Bloch & Co
 8 " " Lazarus & Rosenfeld
 80 " " Bawo & Dotter
 17 " " Miscellaneous Orders

IMPORTS AT PORT OF BOSTON

LIVERPOOL

65 packages earthenware..... Jones, McDuffee & Stratton Co
 56 " " Mitchell, Woodbury Co
 8 " " A W Chesterton
 2 " " Richard Briggs Co
 15 " " Jordan Marsh Co
 3 " " W N Proctor & Co
 16 " " American Express Co
 3 " " Rowland & Marsellus Co
 2 " " E Boote
 5 " " Miscellaneous Orders

LONDON

1 package earthenware..... E Harding

ANTWERP

81 packages earthenware..... Jones, McDuffee & Stratton Co
 15 " " Stone & Downer Co
 20 " " Geo Borgfeldt & Co
 8 " " Miscellaneous Orders

ROTTERDAM

4 packages earthenware..... R F Downing & Co
 56 " " Miscellaneous Orders

POINTERS TO SALESMEN.

YOUR promise to a customer is your employer's promise. A broken promise always hurts; and it shows weakness in the character of a business organization, just as unreliability does in an individual.

If your business is to wait on customers, be careful of your dress and appearance. Do your manicuring before you reach the store. A toothbrush is a good investment. A salesman with a bad breath is dear at any price. Let your drees be quiet, neat and not too fashionable. To have a prosperous appearance helps you inwardly and helps the business.

Give each customer your whole attention, and give just as considerate attention to a little buyer as to a big one.

The most precious possession in life is good health. Eat moderately, breathe deeply, exercise outdoors and get eight hours' sleep. And cultivate courtesy as a business asset.—*Elbert Hubbard.*



"INLAID STONEWARE" PUNCH BOWL BY VILLEROY & BOCH.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity

The third week of the glass and pottery exhibit opened with a number of new buyers in the market. The patterns, both in pressed and blown ware, are more "classy" than heretofore shown. There is one line of blown and gold decorated tumblers that is admittedly the fastest-selling item in that line now before the trade. Lamps are also moving rather freely, although the demand is not as heavy as in the past, owing to the increased use of electricity. In the blown lines, the higher priced etched ware has a good call, and some excellent business is being booked. Pressed ware is also going nicely. The buying is pretty well distributed among all of the exhibitors.

The Lobmiller Glass Co., which has been occupying a small factory in Wellsburg, has moved into a part of the former plant of the Riverside Co., which is also being used by the new Crescent Glass Co.

"We are doing the biggest business in our history, and orders are coming in from all parts of the country," said General Manager Robert Johnson of the Rochester Cut Glass Co. during a recent visit to this market.

During the past week the Ripley Glass Co. have added a number of new pieces to their No. 319 Colonial tableware line. The additions consist of goblets, metal-top salts and peppers, covered syrups, and open and closed sugar-containers, custards and tumblers. January orders indicate a heavy year's run.

John Fenton, who was connected with the Millersburg Glass Co., was mingling among the trade at the Ft. Pitt last week.

Glass manufacturers who make a specialty of office outfitters' glassware say that the business is growing every year, and that the market is always yawning for "something new" in office specialties.

D. King Irwin, New York sales manager for the United States Glass Co., has been spending some time at the home office. M. S. Wallace, who represents

this concern in Boston, and W. B. Andrews, of the Chicago office, have also been taking care of visiting buyers at the company's spacious sample rooms. J. A. Hemple, of the Philadelphia office, who has been here for a week, started on the road Monday.

"Jack" Jonas, the well-known pottery salesman who left that line to take up the glassware end, is making good. He and L. S. Crain, formerly of the Fostoria Glass Co.'s sales force, have opened an office in the Commercial Building, Cleveland. Both are spending the week at the Fort Pitt, where Mr. Jonas is showing the lines of the Corona Cut Glass Co., Toledo, O., and the Crystal Tumbler Co., Morgantown, W. Va.

Chester DuBois, of Utica, N. Y., who travels New York State territory for the Lancaster Glass Co., spent last week with the exhibit of this company at the Seventh Avenue Hotel.

W. A. Reaper, of the Co-Operative Flint Glass Co., bought some large gold fish to show off the beauty of his bowl line, and one night after he had retired two little ones about an inch in length were put into the bowl by "Eddie" Minnemeyer. This addition to his piscatorial family has been puzzling Mr. Reaper ever since. He'll know how it happened when he reads this.

Harry Ross, city salesman for the Pittsburgh Lamp, Brass and Glass Co., is in receipt of a large box of oranges from F. H. Pletcher, formerly a salesman for the Roseville Pottery Co., who always made a January exhibit in this city. Because of ill health he went West, and now owns a large orange grove near Los Angeles.

A joint conference between committees representing the glass manufacturers and workers was held last Thursday at the Association rooms, at which working differences were given consideration. The meeting was brief, and amicable adjustments were completed.

Monday afternoon there were thirty-two exhibits "on the board" at the Ft. Pitt Hotel. Of the total number of forty-seven exhibitors, fifteen packed up

Saturday and left for other towns. The majority of those who have gone are cut glass and domestic pottery representatives.

Jule Braun, representing the Federal Glass Co., has been spending the last ten days in the district, being registered at the Ft. Pitt Hotel. He is not maintaining a display this year. J. M. Beatty, secretary of the Federal Glass Co., has returned to his office at Columbus, after remaining with Mr. Braun here for several days.

George W. Bailey, manager of the Chicago office of Gill Bros. Co., Steubenville, is registered at the Ft. Pitt.

W. H. Mick, formerly associated with the Wanamaker store, Philadelphia, is now connected with the sales department of the Mayer China Co., Beaver Falls, and is showing its line of under and over glaze hotel china at the Ft. Pitt. The line is much larger and better than last season.

James Uniack will leave Sunday for Philadelphia, Baltimore, Washington, Richmond and Norfolk. He will be in Boston as usual about February 4.

Among the buyers here since our last issue were the following:

B. C. Laurens, of Laurens & Rowe, Oneonta, N. Y.
 Charles R. Boyce, East Liverpool.
 John P. Hackenberg, Milton, Pa.
 Charles H. Lang, W. C. Bell and D. C. Robinson, with Kinney & Levan, Cleveland.
 Thomas A. Neely, with Boggs & Buhl, Northside, Pittsburgh.
 M. Sigrist, with Hens-Helly Co. Buffalo, N. Y.
 Mr. O'Lyon, of London, Eng., representing L. Hoffnung, Ltd., Sidney and Brisbane, Australia.
 George V. Millar, Scranton, Pa.
 B. O. Chapman, with Ogden, Merrill & Greer, St. Paul, Minn.
 J. W. Chaput, with Trask, Prescott & Richardson, Erie, Pa.
 Frank Leonard, Grand Rapids, Mich.
 J. C. Holmes, with McCrory Syndicate, New York.
 Leo Arnstein, with Ed. Schuster & Co., Milwaukee.
 Messrs Herzog and Rollings, with Pitkin & Brooks, Chicago.
 Ferdinand Daudt, of Daudt Glass and Crockery Co., Toledo, O.
 Fred Swasey, of Swasey & Co., Portland, Me.
 Charles Patterson, with Geo. C. Cooke Crockery Co., St. Joseph, Mo.
 Thomas Watson, of H. Watson & Co., Saginaw, Mich.
 Mr. Scheuer, of Scheuer & Co., Sandusky, O.
 Mr. Schaffer, of Henry Schaffer Co., Toledo, O.
 V. B. Hovey, Marietta, O.
 W. H. Moorehouse, with May Co., Cleveland.
 C. A. Bowe and Mr. Brown, with Geo. H. Bowman Co., Cleveland.
 Harvey Osbourne, of Osbourne, Boynton & Osbourne, Detroit.
 J. G. McCrory, of the McCrory Syndicate, New York.
 Mr. Fisher, of Fisher, Bruce & Co., Philadelphia.

OBITUARY.

ON Monday, George Metcalfe, an old-time crockery importer, died at the residence of his son in Brooklyn, aged eighty-three. Mr. Metcalfe was born on Staten Island, and in 1860 entered the employ of George W. Bassett & Co., remaining with them until he became a partner. In 1883 George W. Bassett retired, and George F. Bassett and E. F. Anderson formed the present firm of George F. Bassett & Co, Mr. Metcalfe remained in charge of the office and as general mentor to the two young men until 1886, when he retired from business for a short time. Later he obtained an interest in J. E. Jeffords & Co.'s pottery, Philadelphia. After about ten years he finally gave up business and resided with his son, with whom he lived until he died. Mr. Metcalfe was a man of no mean ability, kindly in disposition, a thorough business man, and one who made a number of friends. Most of his contemporaries have passed away, but those who remain remember him with affection.

Thomas B. Scandrett, an old-time East Liverpool potter, died Tuesday at his home near Pittsburgh. He was also the first general manager of the Collins five and ten cent store, the pioneer of its kind in Pittsburgh.

Robinson Tyndale, of Wright, Tyndale & Van Roden, Philadelphia, died at his home at Media, Wednesday, of pneumonia. He was born in New York in 1853. He was a frequent visitor to the District, where he was much liked.

William F. Crickler, a well-known and highly respected citizen of Buffalo, N. Y. died Jan. 11 after a long illness. He was born in Pittsburgh fifty-six years ago. He was one of the founders of the Scranton, Pa Glass Co.

"HERE'S A STATE OF THINGS!"

THE affairs of Frank & De Keyser have assumed almost a comic opera aspect. The firm is in excellent financial standing, its liabilities only being about ten per cent of the amount of cash on hand, but on account of inability to agree on an amicable settlement as to dissolution a receiver has been applied for by one of the partners. Now the store is closed and has two padlocks on the door, presumably one belonging to Mr. Frank and the other to Mr. De Keyser, so that neither can get in without the other's presence.

In the meantime Mr. Frank has rented show-rooms at 32 Park place, where he has a good view of the old establishment, while De Keyser has located at 57 Murray street, where he intends doing business in hotel specialties as before.



NECROLOGY OF THE YEAR.

THE list of those connected with the interests represented by this journal who have passed away during the past year is as follows:

Peter Gross, 77, Saginaw, Mich.
 Wilson S. Bernard, retired crockery merchant, Denver.
 Daniel R. Hagy, of Hagy & Bittner, Reading, Pa.
 Henry Hemple, United States Glass Co., Factory E.
 Thomas Jenkins, 75, glass, Kokomo, Ind.
 John J. Gavigan, pottery, Trenton.
 Joseph Sutton, Sr., 62, Trenton.
 Thomas Parish, 72, Newark, N. J.
 Arthur Freund, 47, china decorator with L. W. Levy & Co.
 Edwin Haviland, 78, china, Plainfield, N. J.
 Arthur Gibb, 54, of Frederick Loeser & Co., Brooklyn.
 Jacob Hare, stock man for L. Straus & Sons, City.
 Edward B. Manning, 77, of Manning-Bowman Co., Meriden, Conn.
 William Lawton, 67, lamps, Wilmington, Del.
 E. Emile Kegreisz, 75, enameler, Woodhaven, L. I.
 Robert Johnston Storey, 61, United States Glass Co., Pittsburgh.
 J. Seth Hopkins, 73, Hopkins-Mansfield Co., Baltimore.
 Harry Walker, 52, retired potter, Trenton.
 William A. Crocker, 46, Stewart & Crocker, cut glass, City.
 Harry N. Seabridge, potter, Trenton.
 Edwin J. D. Bodley, china dealer, London, Eng.
 George E. Newman, 81, retail crockery, Buffalo, N. Y.
 Justus C. Strawbridge, of Strawbridge & Clothier, Philadelphia.
 Dominick O. Cunningham, of the D.O. Cunningham Glass Co., Pittsburgh.
 George E. Pauck, 35, of the Lambertville Pottery Co., Trenton.
 George H. Bailey, 28, of Bailey Bros, chandeliers, Brooklyn.
 Thompson P. Perine, 76, potter, Baltimore.
 Ludwig Wolff, of the Monument Pottery, Chicago.

Miss Emma Leichner, with Leonard & Hobart Co., Grand Rapids.

E. Stanton Wells, potter, 41, Trenton.

Jonathan S. Bishop, crockery, 68, Brooklyn.

Horace Craighead, 68, lamp manufacturer, City.

Enoch J. Adams, 64, glass salesman, Pittsburgh.

John Kidd, potter, East Liverpool.

George W. Blair, 76, glass, Pittsburgh.

Michael Mayer, 62, cut glass, Port Jervis, N. Y.

Cornelius Henry Tiebout, 77, glass, Brooklyn.

J. H. Riordan, of the Anchor Art Glass Co., Cincinnati.

John F. Reyels, lamp salesman, 57, Brooklyn.

Harry H. Elverson, 35, pottery, New Brighton, Pa.

John Bernhard Miller, 76, glass, Washington, Pa.

Herbert Fitzgerald, 68, glass, Pittsburgh.

Marcus Sand Tarbell, 48, buyer of oriental art goods, Atlantic City, N. J.

Allan Magowan, 76, pottery, Trenton, N. J.

Gordon R. Crocker, 57, crockery, Syracuse, N. Y.

Charles L. Maguire, 41, pottery salesman, Mt. Gretna, Pa.

John A. Myers, crockery salesman, Brooklyn.

Abraham Abraham, 68, of Abraham & Straus, Brooklyn.

I. Bentley Pope, 60, Pope-Gosser China Co., Coschocton, O.

Walter Nolan, Sr., potter, Trenton.

David M. Evans, 52, Brooklyn, with Mitchell, Vance & Co.

Edward Latham, 59, potter, Trenton.

George P. McNicol, potter, East Liverpool.

Fred Westermann, 51, of Budde & Westermann, this city.

Frederick Loeser, 78, of Frederick Loeser & Co., Brooklyn.

N. A. Dutton, 54, with Edward Miller & Co., Meriden, Conn.

Arthur F. O'Connor, 46 cut glass, Goshen, N. Y.

Walter Hubbard, 83, of Bradley & Hubbard Mfg. Co., Burlington, Vt.

Adolphe Paroutaud, 40, china importer, Limoges, France.

C. Robb, 63, crockery and glass salesman, Pittsburgh.

Sanford H. Williams, with Haviland & Abbot Co., this city.

Geo. A. Gebhardt, of the Laurel Cut Glass Co., Jermyn, Pa.

Joseph A. Sohm, 61, of Sohm, Ricker & Weisenhorn, Quincy, Ill.

H. D. Law, 83, crockery merchant, Asheville, N. C.

David Jones, 81, glass, Kokomo, Ind.

Geo. W. Malthauer, 36, H. C. Fry Glass Co., Morgantown, W. Va.

Geo. B. Watkins, 59, Rochester, N. Y.

Leon Mandel, 70, of Mandel Bros, Chicago.

B. V. Henderson, 40, of Blakeman & Henderson, City.

James Ryall, 55, of Brox & Ryall Port Jervis, N. Y.

W. C. Paramore, salesman, Indianapolis, Ind.

Col. James Slater, 77, crockery, Winston, N. C.

Samuel McKeever, 91, potter, Crooksville, O.

John Kuhback, 46, Honesdale, Pa.

John J. Menzel, 55, Rookwood Pottery, Cincinnati

Robert C. Farland, 60, glass, Melrose, Mass.

Miss Helen D. Bell, with S. A. Weller, Zanesville, O.

Cyrus D. Avery, 78, potter, Syracuse, N. Y.

I. W. Nichols, potter, Trenton.

Thos. H. McNicol, 49, Potters' Co-operative Co., East Liverpool.

Joseph L. Lanz, with Buffalo Pottery, Buffalo, N. Y.

Isaac B. Clark, potter, Wellsville, O.

Hyman Ackerman, crockery dealer, San Francisco.

Daniel Hemingray of the Hemingray Glass Co., Covington, Ky.

James George, Sr., 72, crockery, Braddock, Pa.

AT PITTSBURGH.

THE Summit China Co., of Akron, O., maintained a display at the Seventh Avenue Hotel during the past ten days in charge of Sales Manager C. P. Reddrop. This is the first time the concern has shown here during the exhibition season in many years. Small jugs upon which the name of Mr. Reddrop was painted in gold, together with the name of the pottery, were distributed to the trade as souvenirs.

William Meyer, the well-known local pottery manufacturers' agent, has removed from the McCance Block, Smithfield and Seventh avenue, to No. 221 Broadway, Northside.

Charles Howell Cook, of the Cook Pottery Co., Trenton, N. J., spent several days here last week with W. F. Ellisson, who is exhibiting at the Ft. Pitt.

S. T. Pletcher was at the Hotel Anderson with

the new art pottery lines of S. A. Weller, Zanesville, O. He was here to work the Pittsburgh trade only

B. F. Feldner displayed the new art goods of the Roseville Pottery Co. at the Ft. Pitt. A feature of the display this season is a new line of steins.

W. W. Lang, in charge of the local sample rooms of Kinney & Levan, has been spending a fortnight on the road, and judging from the volume of business booked he has been a busy man.

The Art Brass and Fixture Mfg. Co., of Pittsburgh, with office and works at McKee's Rocks, Pa., has discontinued operations.

G. Eugene Gundlach, sales manager for Conlow & Dorworth, cut glass manufacturers, Philadelphia, maintained a display at the Ft. Pitt until last Saturday, when he left for Cleveland and other Western points.

It is officially announced that in the spring construction will be begun on an addition to the Fort Pitt Hotel that will given it 500 more rooms. It already has 538. The largest convention hall west of New York is also contemplated in the plans.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments month end'g Dec. 31, '11	Correspond- ing period 1910	Exports Jan. 1 to Dec. 31, '11	Correspond ing period 1910
Boston	630	582	7678	7546
New York	897	1416	8240	9306
Baltimore	575	1276	107 6	13891
Philadelphia....	109	502	4682	5572
New Orleans....	81	230	938	2269
Newport News..	....	96	153	300
San Francisco ..	177	....	862	93
Portland (Me.)..	136	182	715	1213
Galveston	54	26	975	1460
Portland (Or.)..	19	....	99	25
Inland Points ..	53	137	1162	1899
Total	2731	4447	35620	43574

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

to	Shipments week end'g Dec. 30, '11	Correspond- ing period 1910	Exports Jan. 1 to Dec. 30, '11	Correspond ing period 1910
New York	274	380	10313	10156
Boston	201	209	7666	7294
Philadelphia....	9	168	4062	5809
Baltimore	240	437	10632	13954
San Francisco ..	8	....	971	244
New Orleans....	2	....	1021	2251
Portland (Me.)..	30	4	624	2131
Galveston	27	9	975	1542
Newport News ..	....	89	53	1067
Portland (Or.)..	6	....	78	55
Inland Points	22	11	417	1395
Total	819	1307	36842	45898

Among the Potteries

East and West

East Liverpool and vicinity. The Harker Pottery Co., of this city, which for the first time maintained a display at the

Seventh Avenue Hotel, Pitts-

burgh, this month, plans to cater to the general trade in a more generous manner, and with this end in view has put a new plain dinner shape on the market and a number of special pieces which will without question appeal to department store buyers. The specialty goods of this concern will be continued on the same aggressive lines as in the past.

* *

The Frontier Decorating Machine Co. made formal announcement this week that its new pottery decorating appliances have been perfected, and that an aggressive campaign for new business will be conducted. The company has opened an office in this city, where sample machines are demonstrated.

* *

Among the buyers registered here during the past week were the following:

W. K. Cotterrell, with C. K. Whitner & Co., Reading, Pa.

Pete Rinkin, with the Boston Store, Chicago.

B. C. Laurens, of Laurens & Rowe, Oneonta, N. Y.

Joseph Levy, with Lewis & Neblett, Cincinnati.

J. J. Jacklin, with Henry Siegel & Co., Boston.

Louis G. Miller, with Goldberg Bros., Detroit.

L. B. Cramer, Portland, Oregon.

George W. Mackie, with Falkner & Stern, Chicago.

John P. Hackenberg, Milton, Pa.

Philip Schaffer, with Adams, Meldrum & Anderson, Buffalo, N. Y.

Robert Caird, with the Sweeney Co., Buffalo, N. Y.

Mr. Sanford, with Pettis Dry Goods Co., Indianapolis.

Mr. Sturtevant, with Forbes & Wallace, Springfield, Mass.

Mr. Brown, with Syndicate Trading Co., New York.

C. C. Smith, with Brown & Thompson, Hartford, Conn.

Mr. Martin, with Callender, McAuslin & Troup, Providence, R. I.

R. J. Calm, Reading; H. E. Kline, Lancaster; and A. J. Kline, Harrisburg, Pa.

James T. Sturgeon, Baltimore, Md.

Charles Hall & Co., Springfield, Mass.

Samuel J. Natkin, with the "Fair," Chicago.

Miss Brennan, with the Rothschild stores, Chicago.

Harry Hollender, with Siegel-Cooper Co., Chicago.

Simpson, Crawford & Simpson Co., New York.

Mr. Harnald, with Earl & Co., Allentown, Pa.

W. D. Gilmore, with Rike-Kumler Co., Dayton, O.

* *

A postponed meeting of the Western Standing Committee was held in the rooms of the Potters' Club Monday night. The manufacturers are represented this year by W. E. Welis, Thomas B. Anderson and Silas M. Ferguson. The operatives' committee is composed of Joseph T. Smith, Aaron Coleman and John Myler.

* *

Salesmen for the Warner-Keffer China Co. have started out on their first trips of the season. Fred Kilne opened at the Ft. Pitt Hotel, Pittsburgh, Monday, while H. F. Weber started on the Western route, taking the place of Harry A. Keffer, who is now associated with the Wheeling Tile Co.

* *

J. F. Bradshaw, Western Pennsylvania representative of the National China Co., Salineville O., spent a few days here last week, being registered at the Thompson House.

* *

It is reported that some of the larger syndicate buyers who have visited the district during the past fortnight placed contracts aggregating close to \$5,000,000. It is considered the best two weeks' "booking" experienced in many years.

* *

George W. Buxton, the former well known pottery salesman, plans to dispose of his variety store in Chester, W. Va., across the Ohio river from this city, and once again go on the road with a domestic pottery line—whose he has not yet decided

* *

Thomas Copperstone, Western salesman for the Vodrey Pottery Co., who closed his exhibit at the Ft. Pitt Hotel, Pittsburgh, a few days ago, has taken up his residence at Ft. Wayne, Ind., removing from Latrobe, Pa., where he has resided for many years.

* *

News has been received here that Grant Cook, a

salesman for the Trenton Potteries Co., has bought an interest in the New Jersey China Pottery Co.

* *

A shortage of straw for packing purposes is reported, and one large pottery concern has started to advertise for it in country papers, offering \$10 a ton.



The new Brush-McCoy Pottery Co.

Zanesville, O. has sent the following notice to the general trade; "The organization of the new Brush-McCoy Pottery Co., of Zanesville, was effected at a meeting of the stockholders when directors were chosen as follows: G. H. Stewart, George S. Brush, T. L. Moorehead, W. R. Baker and W. M. Bateman. The board organized by the selection of the following officers: president, W. R. Baker; vice president, T. L. Moorehead; secretary, S. M. Seright; treasurer, George H. Stewart; general manager, George S. Brush. The new company will not only own and operate the present plant of the J. W. McCoy Pottery Co. at Roseville, but will run to its full capacity the old J. B. Owens plant in this city, which has recently been acquired by them. The company has a capital stock of \$200,000 and is in a position to compete with the largest pottery manufacturers, both as to capacity and working capital. The output will consist of art and utility ware, stone ware specialties, high grade stoneware and cooking ware. The combined factories will have a capacity of nineteen kilns, and both plants will be operated to their full capacity. The active management will devolve upon George S. Brush, who has for the last three years been general manager of the McCoy factory at Roseville and who has demonstrated his ability. He has had charge of both the manufacturing and selling ends of the business, and his being placed at the head of the enlarged enterprise not only gives him a broader field, for which he is abundantly qualified, but displays wisdom on the part of those who are financially interested in the enterprise."



The Columbus branch of the Earth-

Columbus, O. enware Specialty Co. of Trenton, N. J., on the old Bell Pottery property, began active business with fifty men employed, at the monthly aggregate payroll of about \$6,000. E. T. Swetman, secretary and treasurer of the company, will be manager of the local plant.



Commenting upon business conditions at the Pope-Gosser plant, President Charles F. Gosser says:

Coshocton, O. "Our factory has been pushed to its utmost capacity since last July, and we are gratified to say that more business was carried over from 1911 to the succeeding year than has ever been our pleasure before. Our order books are loaded for three months' continual grind, and the prospects for the forthcoming year are exceedingly flattering. Our capacity has been very

much increased to meet the demands of the introduction of the new 'Edgemore' plain service. The 'Louvre,' fancy dinner shape, is still in demand and increasing. Our policy on 'Edgemore' is to use only exclusive decalcomanias, which has given us, including our white and gold treatments, more than fifty nifty and original creations."

AT CHICAGO.

A WEEK of blizzards, below-zero temperature and heavy falls of snow has brought retail business almost to a standstill. Wholesalers and jobbers in crockery, glass, lamps, brass goods and kindred lines say that retail conditions have been reflected in the wholesale field. The end of the week saw some moderation of the temperature, and the general expectation was that all lines would pick up promptly with the resumption of normal winter weather.

F. B. Tinker, representing the Empire Cut Glass Co., Rochester Cut Glass Co., and a number of other houses, left for New York on Saturday, and will visit Philadelphia, Baltimore and other Eastern cities before returning to Chicago.

The Phoenix Glass Co. will remove shortly from 507 to 908 Heyworth building. They have outgrown present room, and on the ninth floor much larger and better space will be occupied. This speaks well for the successful conduct of the local business by the Chicago manager, E. H. Fox.

W. S. Redfield, 510 Heyworth building, has just received the new lines of A. H. Heisey & Co. and S. A. Weller.

G. M. Chase, traveling representative for the Plume & Atwood Mfg. Co., has just started on a trip into northern territory.

Harry Seixas has on display at the Palmer House a line of high grade English china from Edward Boote.

Another Palmer House display is that of J. H. Venon, who is showing his line of imported glassware.

Miss Ella Brennan, buyer for Rothschild & Co., will go to Pittsburgh the first of the week for a glimpse of the glass show in progress in that city.

M. Z. Rosenfield, of the Consumers' Lighting Co., Grand Rapids, was here this week placing liberal orders for his spring requirements.

E. H. Charlton, a buyer for the Jones Store Co., Kansas City, was a caller on Chicago jobbers during the past week.

Howard W. Gillett has started on his initial trip

WHEN YOU BUY

BASSETT OPEN STOCK CHINA

you buy demand along with it ! Your customers know about it—
they've been seeing our advertising for many months.

THE NAME MEANS SOMETHING.

Bassett China is surer of sale *because* of its fame ! It's safer for
you to buy than makes which offer less profit and are known
to the trade only!—that's because they are not advertised ! Bassett
China is the only ware that is advertised.

GEORGE F. BASSETT & CO., 52 and 54 Park Place, New York.

from the Chicago branch of Edward Miller and Co., and is headed due south. Charles N. Gilmore is headed north. Having lived in the South for several years, he has the sympathy of the trade, with the thermometer at its present low point.

Recent buyers who have visited the Chicago market include Abel Lyons, St. Louis; Leo Arnstein, with Ed. Schuster & Co., Milwaukee, and Mr. Gormeley, with Kroeger Bros., Milwaukee.

H. A. Marshall, of the Fostoria Glass Co., 807 Masonic Temple, left for Denver Sunday, Jan. 14, and will spend two weeks there. "Business is opening up nicely, and we are destined to have a good year, I believe," said Mr. Marshall.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMAN to sell on commission old-established line of art glass shades, domes and complete lamps, in territory west of Hudson River and east of Utah, including the South. Address Box 783, this office.

SALESMEN to sell on commission with photographs and such samples as desired in specialties of salable small brass novelties. Address Box 785, this office.

WANTED, SALES MANAGER—On or about April 1st we will want the services of an experienced glass salesman for a new plant with estimated production of \$150,000 per year, making a staple specialty in blown lime glassware. A man who has the necessary experience, and some money to invest in a safe and sane venture, can make a contract with us now, and become a director and sales manager for the company at a good salary. Address G. O. S., this office.

BUSINESS OPPORTUNITIES.

A GREAT opportunity is offered for the purchase of a well-established, strictly china and glass business in a large city near New York, at a small outlay of cash. Little or no competition. Good reasons for selling. Address Box 786, this office.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

OAKWOOD ART POTTERY CO.,

Wellsville, Ohio.

Manufacturers of HIGH GRADE ART WARE

Also a complete line of

ROCKINGHAM AND YELLOW WARE.

PATTERSON BROS., Wellsville, Ohio.

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CROCKERY & GLASS JOURNAL

NEW YORK, JAN. 25, 1912.

UNITED ACTION ON FREIGHT RATES.

Great Commercial Organizations Join the City in
Appeal to Inter-State Commission.

THIS PORT LOSING BUSINESS.

EFFORTS made for many years to end the discrimination against the Port of New York in preferential freight rates to Baltimore, Philadelphia, Boston and other points on the Atlantic seaboard have been concentrated in an appeal to the Inter-State Commerce Commission this week by representatives of the city and State governments and various commercial bodies.

The State was represented by Deputy Attorney General Henry Selden Bacon of Rochester; the city by Assistant Corporation Counsel John F. O'Brien; the Chamber of Commerce, the Merchants' Association of New York, the New York Produce Exchange and the Board of Trade and Transportation by Ben L. Fairchild; and the Maritime Association by Willard U. Taylor.

As long ago as 1898 the Governor appointed a commission to investigate the decline of commerce at New York, the leading port of the Atlantic seaboard, a decline which, although only relative, since the commerce of the port had in totals actually grown, had reached serious proportions. In 1900, after an exhaustive inquiry, this commission reported that the factor of first importance in the loss of commerce was "the differential rates agreed upon in combination between the trunk line railroads to the Atlantic seaboard, discriminating against New York in favor of other Atlantic seaports, on all traffic from and to the western point of shipment and delivery."

Freight rates to the Atlantic coast from interior points upon goods for export is three cents a hundred pounds more to New York than it is to Baltimore. This discrimination against this city exists in favor of other ports, such as Philadelphia and Newport News. There is also discrimination in the rates upon imports intended for interior points, making a difference in some cases as great as eight cents a hundred pounds. This situation, which has existed for many years, was arbitrarily established by the railroads for the purpose of diverting freight to other ports to which some of the roads have easier access.

The result has been that while in 1869 New York City had 77 per cent of the Atlantic export trade, it now has less than 35 per cent.

The contest which the commercial bodies of the city have been waging since the freight differentials were first established has once before taken the form of an appeal to the Inter-State Commerce Commission, but at that time, 1904, the commission had only exercised the power to arbitrate, and did not use the authority, since conspicuously employed in the inter-mountain and Missouri River cases, to fix maximum rates.

Although a majority of the commission decided in 1904 in favor of the differentials it recommended a reduction in the differential rates on grain and flour. Only two members of the commission as then constituted are now members of the board. They are Commissioners Prouty and Clements, and Commissioner Clements wrote a minority opinion against the differentials.

Ben L. Fairchild, who represents the Produce Exchange and the Board of Trade and Transportation before the Inter-State Commerce Commission, explained the arguments and hopes of those who are fighting for the removal of the present handicaps. He said:

"Our contention is that the Baltimore rate is a reasonable rate, and we want the Inter-State Commerce Commission to make the rate to New York City conform to it by reducing the maximum. The city has lost trade in all the heavy commodities. It has lost heavily in imports of crockery, dry goods, glass, burlaps, wood pulp, and rice. In the export trade its loss has been heaviest in grain, flour, lumber, oils, tobacco, and packers' products. The New York Central, the Erie, and the Lackawanna Railroad officials all testified in 1904 that they would be glad to reduce our rate to the Baltimore rate were it not that they feared such action would precipitate a rate war.

"We take the ground that the differential is wrong and unfair in principle, and we want the commission to exercise the power which it now has to give us a reasonable maximum rate. The commission has no power to fix minimum rates, although I think it should have that power for the prevention of rate wars.

"I believe that united action on the part of the commercial organizations of New York, the City of New York, and the State of New York, will go far to-

ward accomplishing in the present proceeding the wiping out of these differentials against New York."

During the course of the testimony on Wednesday it developed that the Philadelphia and Baltimore shippers will contend that they are entitled to lower rates than New York on account of being closer to the regions which produce the traffic. This is considered a departure from positions which they have maintained in the past, and it is not in line with decisions of the commission that freight rates should not be established on a mileage basis.

John L. Crawford, freight traffic manager of the Lackawanna Railroad, who was a witness, advocated the abolition of the differentials, so that the rates to all ports be the same as to New York. He admitted that if this were done there would be a substantial increase in all the low-class commodities.

"THE COMPLETE CHINA SHOP."

THERE is no more interesting phase of the history of commercial Detroit than that which deals with the expansion of the central business district—its progress northward from the Detroit River.

In the early days of Detroit the principal business houses were located in the vicinity of the Wayne street and Cass avenue intersections of Jefferson avenue. Gradually the district extended to Woodward



avenue and down to the water front, thence northerly on Woodward avenue to the Campus

When the business district reached the latter point Detroit was a rather substantial little city, but it was only a very few of the progressive citizens of that day who dared to predict that Detroit's central business district would eventually extend even as far as Grand Circus Park. In the meanwhile, of course, business houses were locating immediately off of Woodward, but did not get very far east or west from the city's main thoroughfare.

Subsequent events, however, have demonstrated that it is no longer safe to predict just where the business district will find its ultimate boundaries

What was years ago considered a wilderness is now the very heart of the retail section of the city.

There is no present day business institution in Detroit that has more closely followed the expansion of the business center or that more clearly exemplifies the progressive spirit that actuated the early business men of Detroit than the firm of L. B. King & Co., now housed in its magnificent new home at Grand River east and Library avenue.

The name of King has been closely identified with the commercial history of Detroit for more than sixty years. It found its origin in the china store established by R. W. King, father of L. B. King, and which was located at Jefferson avenue and Wayne street for thirty years—one year on one side of the thoroughfare and twenty-nine years in one store on the opposite side.

Jefferson and Wayne was then the business center of the city. When the trend of business went westward and thence out Woodward, the King store was among the prominent houses to keep abreast of the times and sought a new location at 103 Woodward avenue, recently vacated to move into its present quarters. The King store was located on Woodward avenue in the same building for thirty-two years, establishing a most unique record for continuous occupancy of its quarters.

When L. B. King became active in the business it assumed the name of R. W. King & Son. In 1894 the business was incorporated as L. B. King & Co., which name it bears to-day.

Thus the King store is again in the very center of the retail activities of the city, and a most magnificent institution it is, too. The store of L. B. King & Co. is one of the leading china stores in the United States. There is none more complete anywhere. And above all else, there is none in which so great a variety of goods peculiar to such a business is found.

The King store is wisely termed "The Complete China Shop," and the slogan it has adopted, "Odd Things Not Seen Elsewhere," tells quite a story in itself.

The business occupies six floors and the basement, each floor flooded with light from a wide expanse of plate glass and by night by a most effective system of electric lighting.

In the basement is found white china for decorating, artists' materials, etc. The first floor is a most beautiful exhibition of fine china, cut glass, table glassware, Rookwood pottery, brass novelties, serving trays, candles, candle shades and other novelties of a like nature, all of the most exquisite design and most approved quality.

On the second floor is the open stock dinnerware, one of the most extensive departments of its kind in the country; also fine Sheffield plate, coffee percolators, chafing dishes, bathroom fixtures, cutlery, etc. The third floor is given over to baskets, Japanese and miscellaneous wares, smokers' articles and bargain



FIRST FLOOR



SECOND FLOOR



THIRD FLOOR



FOURTH FLOOR

Departments in "The Complete China Shop" of L. A. King & Co., Detroit, Mich.

tables that present a myriad of opportunities worthy of the name "bargain."

On the fourth floor is what might be termed the

widely known for the facilities it possesses for fitting out large institutions. On the same floor are also found such supplies as brushes, kitchen supplies,



BASEMENT

wholesale department, for here we find complete outfits for hotels, boats, restaurants and cafes and other large institutions. In fact, the King store is

mops, polishes, cutlery and sundries.

The fifth and sixth floors are used for stock rooms and packing and shipping departments.

THE CONDITION OF BUSINESS.



The general condition of trade, so far **New York**, as the season has opened, is exceedingly gratifying. The good work is still going on in Pittsburgh and East Liverpool, the sales there being 'way above last year in both crockery and glass. Buyers have been numerous, have bought freely, and have not questioned prices. With next week the exhibit will close, and then we may look for the influx of buyers here. It is confidently expected that the first two weeks in February will show a large assemblage in New York, and by that time an index will be had of what the season is to be. Judging from letters that have been sent in asking when samples would be ready, buyers are anxious to get to work. The orders by mail for goods from stock and for staples are more numerous than at any time in the past three years, and in nearly every case is an accompanying request that the goods be forwarded at the earliest possible moment. And when the orders are to go to Europe the request is made that the factory be instructed to hasten shipments as much as possible.

Local agents who deal in domestic wares have received very good orders within the last week or ten days. Some of them are a little astonished at the early call.

The warerooms have presented a fairly active appearance for the last two weeks by reason of the

many visits of the near-by trade. These are not buying largely, but the fact that they are buying at all is a sure indication that they need goods.

Retail trade in New York is fair. Where special sales have taken place, returns have been good. The regular steady trade is about as usual. We hear better reports from nearby cities and from the small country trade generally. The large cities all through the country, from Boston to Chicago and St. Louis, still complain that retail trade is poor, while places of 50,000 or 25,000 inhabitants report good business. For more than five years this same condition has existed. Why the big cities should suffer while the smaller ones do well is unexplainable.

The outlook for the crockery and glass trade is certainly good, and it will not be the fault of the manufacturers and importers if the dealers do not buy, as there has never been so many good and low-priced wares displayed as this season.



Pittsburgh and Vicinity

It has been a good month for business in the glass trade. The Pittsburgh exhibit has produced some excellent orders at good prices, the salesmen obeying firmly their instructions to get more for goods than a year ago. It was a case of the buyers taking them or leaving them alone. More

business was done this season than at any exhibit in the last three years

If the past four weeks are a criterion of business for the remainder of the year, the pottery manufacturers will have an unusually busy season. Buyers who have visited the district have ordered very liberal quantities. All lines appear to be moving at a steady gait.

AT CHICAGO.

WHILE conditions remain about the same in most branches of the trade, there is a better feeling, and in many quarters there are reports of numerous good orders being received. Wholesale and jobbing houses state that the reports previously received regarding low stocks both in city department stores and in country distributing points are being verified in added inquiries and increased orders. Salesmen are encouraged by this condition to believe that their efforts will soon be rewarded by good business in all lines. As one remarked, the year is only three weeks old, and, while the future volume of trade is a question, indications are that it will prove in decided and pleasing contrast with the slack period experienced during the latter part of 1911.

Among manufacturers' agents new fixtures are being put in, some are changing to larger quarters, and stocks are being rearranged for the best possible display of goods. Many new lines are being added to local exhibitions of the manufacturers' products, and withal there is no spoken opinion regarding the coming's business that is not optimistic.

The prolonged cold weather has had a strongly deterrent effect on all lines of business in this section, and the crockery and glass trade has proved no exception to the rule. Seasonable weather, which should mean for this part of the country a temperature above rather than below zero, will bring out in force the retail buyers, who for two or three weeks have remained at home withstanding all the allurements of advertisers. The increased demand on retail trade will be promptly reflected in the producing and distributing fields.

Walter B. Andrews, local manager for the United States Glass Co., who has just returned from a visit of ten days at Pittsburgh, reports that business is picking up satisfactorily with a good prospect for an excellent season's trade. The display of this company's goods now on exhibition at the salesroom in the Atlas block has been made very effective by a new arrangement of stock. The new lines shown include an artistic Colonial pattern in cut glass with a conven-

tional border design—in some pieces beautifully decorated with gold. Another new feature are fancy stems in rock crystal design. In the lighter cuttings some cheaper ware is exhibited which is very attractive. Many novel pieces have been added to the old popular lines. These are in tasteful effects, and while priced low will prove in demand by discriminating customers.

Ray J. Morgan, Chicago manager for Rothschild, Myers & Co. and Markt, Hammacher Co., has just returned from a trip to Detroit.

C. W. Milligan, of the Diamond Sales Co., who has been in New York, Philadelphia and Ohio, will return to Chicago Monday.

Earl W. Newton deferred his trip to St. Paul and other Northwestern points and went to Pittsburgh last week for a conference with Mr. Hunter. He will depart Monday for the Northwest. Mr. Newton takes an optimistic view of trade for the coming year and believes it will be one of the best on record.

The Gleason-Tiebout Glass Co., 709 Masonic Temple, states that business thus far in 1912 has been excellent. Three cars have already been shipped for delivery Feb. 1. Many new designs are on display of the local headquarters. Among these were found some intaglio pieces of beautiful design. M. W. Gleason, president of the company, has returned to New York after a visit in Chicago of four days.

C. W. Reasner, of Kelly & Reasner, whose offices are in the Atlas block, is spending a few days in Pittsburgh.

The stock of china, glassware fixtures, etc., of the W. E. Cummings Co., 30 East Randolph street, were sold at public auction Jan. 22 to satisfy a writ in favor of R. Hall McCormick, of the Leander McCormick estate.

BUSINESS BRIEFS.

The Opalescent Glass Works of Kokomo, Ind., has changed its name to Kokomo Opalescent Glass Co.

The Wholesalers in Crockery and Glass of the United States will hold their meeting this year on Thursday, February 8, at the Holland House, this city.

A deal is pending at Trenton, N. J., for the old Clark Brothers lamp and brass plant which, if put through, will result in the re-establishment of this factory for the manufacture of lamps and brass work.

It is said that the parties who are seeking the plant are from New York and Western Pennsylvania.

The Trenton Potteries Co. has declared a quarterly dividend of 1 per cent. on non-cumulative preferred stock and 5 per cent. on cumulative preferred stock, payable January 25.

OBITUARY.

ON Monday of last week George Stimson, son of George B. Stimson, the well-known crockery and glass dealer of Paterson, N. J., died after a lingering illness. Mr. Stimson used to travel for his father before he was taken ill.

Thomas W. Willets died Wednesday morning of apoplexy on his farm at Roslyn, L. I., aged 69. He was for many years in the pottery jobbing business in this city, and later dealt in naval supplies.

AT BOSTON.

THE entire new line of "Aster" cut stemware, vases, etc., has been received by John E. Sawyer, 20 Federal street, from the McKee Glass Co., Jeannette, Pa., together with three new decorations from the Indiana Glass Co., Dunkirk, Ind., and he reports an excellent demand. Mr. Sawyer has one of the best-arranged sample rooms in Boston.

The offices of the Pittsburgh Lamp, Brass and Glass Co., under the able management of J. J. Dunn, are resplendent with multi-hued lamps of all kinds, having been newly arranged with prismatic harmony as the first consideration.

Louis Wolf & Co., 102 Pearl street, are busily engaged in unpacking and arranging their new line of import samples. They will be ready for inspection by the first of the month.

Miss Adeline Chambers is again gracing the office of Henry T. Edwards (Fostoria Glass Co.), having entirely recovered from her recent illness.

George W. Beals, representing the Goodwin & Kintz Co., is covering the Southern States and is expected to return the latter part of February.

A new corporation is the George S. Johnston Co., Boston, to buy, sell and deal in glass, etc., with capital stock of \$50,000.

Charles Kaiser, of Morimura Bros., accompanied by E. A. Heminway, of the Boston office, are at the

Bingham House, Philadelphia, for an extended period, expecting to return to the Hub March 1.

The William Leys Dry Goods Co. has been incorporated for \$30,000 at Newport, R. I.

The S. and S. Novelty Co. has incorporated for \$25,000 at Providence.

Geo. H. Woods, manager of the china and glassware department of R. H. Stearns Co., has returned from a recuperative post-holiday vacation.

J. J. Jacklin, buyer for the china and glassware departments of Henry Siegel Co., has returned from a visit to the factories.

Miss J. Mahoney has severed her connection with the Boston office of the Roseville Pottery Co.

George K. Marshall (Fostoria Glass Co.), is running through Western Massachusetts and Connecticut territory this week and next.

Charles M. Acher, representing the Roseville Pottery Co., Zanesville, is expected in town Saturday. Forrest V. Noel, formerly road salesman for the New England end, has started in new ventures in the West.

W. M. Pingree, Boston manager of The Tajimi Co., has started on an extended trip throughout New England territory, covering Maine first. He will be away for two or three months.

Fisk & Co., Natick, have purchased the hardware store of M. A. Durkee. Kitchen furnishings, etc., are carried.

Among the visiting salesmen in town this week were H. J. Smith, with Cox & Lafferty; F. W. Cox, with the Utopian Silver Deposit Co.

Peter P. Curran, formerly of the Curran Dry Goods Co., Waterbury, Conn., has purchased the business of D. Riordan, New Britain, Conn., and is conducting it under the name of the Curran Co. It contains an up-to-date crockery and glass department.

H. B. Hollis's lines this year comprise the pressed ware of the Lancaster Glass Co., "Luceo" reflectors of the Jefferson Glass Co., cut goods of the Niagara Cut Glass Co., and the colonial mirrors of the N. L. Lockhart Co.

Buyers in town this week included J. W. Shepard, with T. W. Rogers Co., Lynn; Fred Bodwell, with Burroughs & Sanborn, Lynn; George W. Bruorton and Frank H. Dunmore, with the Sheppard Co. Providence; Mr. Flint, of Flint & Co., Providence

James E. Hogan, with Shartenberg & Robinson, Pawtucket; Mr. Richardson, with Smith-Clarke Co.; Mr. Illsley, with Barnard, Sumner & Putnam, Worcester; Mr. Frost, with Nichols & Frost, Fitchburg; Mr. Johnson, with Caulkins & Post Co., Middletown, Conn.; B. J. Twitchell, with the R. A. McWhirr Co., Fall River; Frank A. Smith, with A. G. Pollard Co. Lowell; N. E. Ford, with the C. F. Wing Housefurnishing Co., New Bedford; John D. Hall, Lawrence.

IN TOWN

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- F M Taylor, with Maison Blanche hf, New Orleans.
114 Fifth ave.
- F W Huckell, with M J Connell Co, t, Butte, Mont.
214 Church.
- G W Hoagland, with Wise, Smith & Co, hf, Hartford,
Conn. 70 Franklin.
- H T Grund, with Marshall Field & Co, t, Chicago
104 Worth.
- W E Goodman, with M O'Neil & Co, hf, Akron, O.
2 Walker.
- I Halpern, with Pettis Dry Goods Co, Indianapolis.
2 Walker.
- Miss E Ledger, with H S Barney Co, hf, Schenectady,
N Y. 74 Spring.
- A A Breton, with Shartenburg & Robinson, hf, New
Haven, Conn. 75 Spring.
- S W Shumacher, with Foster & Cochran, hf, Lancaster,
Pa. 315 Fourth ave.
- R J Calm and A J Kline, with Dives, Pomeroy &
Stewart, hf, Harrisburg. 2 Walker.
- F H Sturtevant, with Forbes & Wallace, hf, Springfield,
Mass. 2 Walker.
- E C Zimmer, with Orchard & Wilhelm Carpet Co, hf,
Omaha. Seymour.
- A F Ellis, with Almy, Bigelow & Washburn, hf,
Salem. 2 Walker.
- A M Jaeggi, with J F Stampher, hf Dubuque. 31
Union sq.
- J W Kelly, with Gilchrist Co, c, Boston. 55 White.

BURNED CLAY THE BEST MATERIAL.

MODEL villages, similar to that erected by the Russell Sage Foundation near New York City, are to be established as object lessons in safe and sane suburban development throughout the country, it is said. The immediate object of the plan is to attract to good homes families of moderate means. The ultimate and chief object, however, is to show real estate operators with millions of capital that beauty of design, the use of fireproof building material and an abundance of playground space are not inconsistent with fair profits.

In order that people in all parts of the United States may gain an accurate idea of the construction and appearance of the Sage model village, a model of it will be constructed for exhibition at the Clay Products and Permanent Home Exposition to be held at the Chicago Coliseum next March 7 to 12. Hundreds of thousands of persons from East, West, North and South are expected to attend the exposition, and efforts will be made by the management to interest the visitors in projects for the erection of model villages in their own communities.

To determine suitable building material for the Sage village architects conducted elaborate fire and strength tests at a laboratory built especially for the purpose. They tested stone, concrete, brick, terra cotta, hollow tile—every material that could be used in home building—and selected burned clay as the very best material.

The village covers 140 acres of ground. The buildings are constructed of fireproof hollow clay tile and designed in conformity with a definite architectural plan.

AT PITTSBURGH.

THE coming week will witness the close of the 1912 pottery and glass exposition, and the attention of buyers will then be turned toward the New York market. The cut glass salesmen were among the first to pack up and start out on the road, and these were followed by some of the East Liverpool pottery salesmen. The Steubenville Pottery Co. closed its exhibit at the Seventh Avenue Hotel Wednesday night, and a part of the samples were placed in the local showrooms in the Century Building.

* *

There was one new arrival at the Ft. Pitt this week—S. Q. Hamilton, representing the Tarentum Glass Co. He is showing two new lines—a figured and a Colonial pattern. A square vase is a specialty being featured this season.

* *

Edward Minnemeyer, Jr., has left the Seventh Avenue Hotel and is going over his territory for the Dugan Glass Co.

* *

All salesmen are pleased with the volume of business booked this year. The buyers were well cleaned out of stocks, and goods are needed at once.

* *

W. W. Lang, manager of the Pittsburgh branch of Kinney & Levan, has been spending the past two weeks on the road, and is doing an excellent business with the import lines. Because of illness Mr. Lang was not able to travel much last season, but this year he is himself once more.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 25, 1912.

THE SELLER'S DUTY.

LAST month an article appeared in this column regarding the buyer who waits for samples to be brought to him, instead of going out to see them in the showrooms for himself. The reverse situation may with profit be brought to the attention of the resident representative or agent. How often has he missed orders through waiting for buyers to come in and make an inspection, instead of packing a few of his best pieces in a grip and going out to see them, getting them so much interested and arousing their curiosity to such an extent that they are desirous of seeing the whole exhibit? We know of representatives who remain in their showrooms the whole time, expecting buyers to come and inspect their goods, on the ground that unless a buyer does come and look their samples over he is not doing his duty by his employer.

The seller should bear in mind that there are so many lines that fill the same requirements as his own, and at prices equally advantageous, that even if a buyer does not come to see his particular line he can still fill his shelves with equally attractive goods at such prices that his department can compete with others and still make a profit—the end that all buyers aim to accomplish.

The salesman who will not go out and call on buyers has no right to complain if they overlook him when on their round of visits. There is no obligation on their part to call on any particular firm, but they will naturally go to see the man who has been most

attentive to them and has repeatedly called on them. They feel in duty bound to return the courtesy.

Is it fair to sit back in your office chair and bewail the fact that buyers are giving you the go by? Your firm expect that their goods will be inspected by all the trade, and they have a right to so expect. They have gone to considerable expense to fit you up with samples and new designs, and it is distinctly up to you, Mr. Representative, to see that they are inspected.

PERSONAL.

WHEN it comes to real sagacity, commend us to William D. Finke. He has just placed on his sales staff Messrs. Ling and Hollender! Fact. Not the famous buyers, of course. Finke could hardly go their figure.

But two young men bearing the identical names that Harry Hollender and John Ling have made so well known in the business. There is some shrewdness to William.



John Nixon, who is just home from a visit to the Fostoria glass factory at Moundsville, W. Va., says that the new stock offered by the company was all placed within a few days, and at a premium.



Meyer Weinstein, who in times past has represented Downs & Bean, Quaker City Cut Glass Co. and recently the Laurel Cut Glass Co., has concluded arrangements to represent C. F. Monroe Co. throughout the South. He starts out for his territory in about two weeks.



Oscar Zeiller, with B. F. Drakenfeld & Co., paid a visit to Philadelphia this week in addition to his usual Trenton trip.



W. S. Creveling writes from Schenectady that he is doing excellent business for the Guernsey Earthenware Co. He will be in Springfield, Mass. by the end of the week.



A. W. Mackie, buyer of china and glass for W. A. Doody, Macon, Ga., was in the District last week and placed liberal orders.



H. Schumaker, with Budde & Westerman, who has been ill since Christmas with severe attack of pneumonia, is progressing favorably, and expects to be about again in a week or so.



A. Stolaroff, of El Paso, Tex., who was in town last week placing orders for spring delivery, sailed Saturday on the "Oceanic" for the Mediterranean,

where he is going mainly on a pleasure trip. While abroad he will visit the principal pottery and glass centers on the Continent



Richard Cavanagh, buyer for the Palais Royal, Washington, D. C., has been a welcome visitor this week in many of the showrooms.



George E. Nicholson is at the factory of the Eagle Glass and Mfg. Co., Wellsburg, W. Va., this week. From thence he will start on a short selling trip.



B. Banner arrived from Dallas, Tex., on Monday, as full of good nature as ever. It may be remembered that he was one of the unfortunates who had to eat their Thanksgiving turkey on trains on their way home. But he says he had as fine a dinner on the Pullman diner as ever he ate.



Among the friends of the late Robert Tyndale who journeyed to Philadelphia on Friday of last week to pay their last tribute of respect at his funeral were Frank P. Abbot, James Boote, Hugh C. Edmiston, Herman C. Kupper, E. J. Ridgeway, Charles Streiff and E. F. Anderson.



J. F. Knox, president of the United States Glass Co., slipped into New York on Friday in his quiet way. He has a fashion of dropping in on his representatives without warning. He is always gladly received, as he is highly thought of by all the people over whom he presides.



Fred W. Sinclair, who was formerly with Geo. F. Bassett & Co., and left them to take a position as buyer for Daniels & Fisher, has resigned. At this writing his successor had not been appointed.



E. Eschwege, buyer of dolls for Louis Wolf & Co., returned last week on the "George Washington" accompanied by E. U. Steiner, the toy buyer. They had rather a tempestuous voyage.



R. E. Shoemaker, president of the Cumberland Glass Mfg. Co., Bridgeton, N. J., is in town this week looking up the fruit jar situation.



A. A. Breton was purchasing glassware and china the early part of the week for the Shartenberg & Robinson Co.



Eugene V. Coleman, president of the Irving Cut Glass Co., came into this city from Baltimore on Saturday, and spent the day with F. W. Reichenbacher, the New York representative. Together they started

for Boston on Sunday night, and will return here on Saturday of this week.



La Clede Woodmansee, of Westerly, R. I., was in the District early this week ordering goods to replenish his run-down stock. In a short time he will return and place larger orders.



H. Dyott, buyer for the Marshall-Matheson Co., Passaic, N. J., was recently taken ill with appendicitis and is still confined to his bed. It is hoped that a cure can be effected without resorting to an operation.



Paul Straub, with Bawo & Dotter, who spends most of his time abroad, came home on the "George Washington" last week.



Edward M. Uniack, Jr., retired from the New York management of the Onondaga Pottery Co., which has offices on the tenth floor of the Fifth Avenue Building, on the 20th inst. So far no one has been selected as his successor, and they are in no hurry to fill the position. At present Miss Olga V. Burns, Mr. Uniack's assistant, is in attendance to care for the wants of callers.



Edward M. Dickinson, who spent last week in Philadelphia, says he found business conditions better than he expected.



Charles Koempel, who was formerly with Bawo & Dotter, has again entered their service. He will cover the Northwestern territory, including Minneapolis, North and South Dakota, Wisconsin and part of Michigan.



One of the Walsh Brothers, Newport, R. I. visited the showrooms the early part of this week. He was very optimistic in regard to the coming season's business.

THE FIFTH AVENUE BUILDING.

THE third floor of the Fifth Avenue Building seems to be a favorite with the china and glass trade.

The pioneer occupant was E. B. Dickinson, whose showroom is one of the handsomest in New York.

Theodore Haviland & Co. occupy a large suite of offices almost the full length of the north side of the building with a fine display of their Limoges china.

Henry Creange has handsomely fitted up a number of connecting showrooms and has an excellent exhibit.

On the tenth floor the Onondaga Pottery Co. have their display of hotel china.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
January 23, 1912.

ANTWERP		
86 packages glassware	.....	B Gunthel
13 "	"	A Berger & Co
8 "	"	Fensterer & Ruhe
18 "	"	Graham & Zenger
24 "	"	Miscellaneous Orders
2 "	earthenware	L Straus & Sons
6 "	"	Koscherak Bros
9 "	"	Frank & DeKeyser
3 "	"	Miscellaneous Orders
1 "	toys	B Ilfelder & Co
6 "	"	Strobel & Wilken Co
35 "	"	Miscellaneous Orders

BREMEN		
7 packages glassware	.....	L Straus & Sons
10 "	"	Eimer & Amend
17 "	"	J H Venon
12 "	"	A Steinhardt & Bro
11 "	"	Samstag & Hilder Bros
6 "	"	Knauth, Nachod & Kuhne
4 "	"	Strobel & Wilken Co
297 "	"	Miscellaneous Orders
1 "	earthenware	Geo Borgfeldt & Co
26 "	"	Bawo & Dotter
32 "	"	Knauth, Nachod & Kuhne
29 "	"	Miscellaneous Orders
16 "	chinaware	Strobel & Wilken Co
315 "	toys	Geo Borgfeldt & Co
8 "	"	F A O Schwartz
1 "	"	F W Woolworth
2 "	"	Knauth, Nachod & Kuhne
157 "	"	Strobel & Wilken Co
170 "	"	Miscellaneous Orders

LONDON		
5 packages toys	.....	Strobel & Wilken Co

HAVRE		
44 packages chinaware	.....	Wm Guerin & Co
14 "	"	L Straus & Sons
3 "	"	Miscellaneous Orders
32 "	glassware	E Utard
8 "	"	Miscellaneous Orders

LIVERPOOL		
11 packages earthenware	.....	W S Pitcairn
4 "	"	E Boote
14 "	"	Fondeville & Van Iderstine
2 "	"	W H Plummer
5 "	"	Meakin & Ridgway
44 "	"	George Hamilton
14 "	"	H C Edmiston
11 "	"	Maddock & Miller
4 "	"	L Straus & Sons
17 "	"	Geo Borgfeldt & Co
41 "	"	F W Woolworth
9 "	"	R Slimmon & Co
3 "	"	Strobel & Wilken Co
8 "	"	Miscellaneous Orders
1 "	glassware	W H Plummer
98 "	"	Miscellaneous Orders
16 "	toys	Geo Borgfeldt & Co
25 "	"	F W Woolworth & Co
5 "	"	Strobel & Wilken Co
5 "	"	Miscellaneous Orders

ROTTERDAM		
1 "	"	Knauth, Nachod & Kuhne
67 "	"	Miscellaneous Orders

TRIESTE		
251 packages glassware	.....	A L Crawford
264 "	"	Miscellaneous Orders

LIMOGES		
35 packages chinaware	.....	Theodore Haviland & Co

HAMBURG		
58 packages glassware	.....	Fensterer & Rune
3 "	"	Froeber & Vollrath
12 "	"	F W Woolworth
45 "	"	N Wapler
16 "	"	O Goetz
1 "	"	F Euler & Co
18 "	"	Strobel & Wilken Co
540 "	"	Miscellaneous Orders
14 "	earthenware	Bawo & Dotter
62 "	"	Lazarus & Rosenfeld
5 "	"	J Wygand & Co
50 "	"	L D Bloch & Co
49 "	"	L Straus & Sons
2 "	"	G F Bassett & Co
23 "	"	Fensterer & Ruhe
72 "	"	Miscellaneous Orders
66 "	chinaware	Strobel & Wilken Co
37 "	toys	B Ilfelder
76 "	"	Bawo & Dotter
41 "	"	Samstag & Hilder Bros
74 "	"	Geo Borgfeldt & Co
49 "	"	Strobel & Wilken Co
440 "	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

HAMBURG		
9 packages earthenware	.....	Jones, McDuffee & Stratton Co
1 "	"	Richard Briggs Co
50 "	"	Wm R Nee & Sons
10 "	"	Patterson, Wylde & Co
24 "	"	R F Downing & Co
2 "	"	L E Knott Apparatus Co
31 "	"	L Wolf & Co
1 "	"	Bawo & Dotter
3 "	"	W N Proctor & Co
23 "	"	F W Woolworth
65 "	"	B D Webber
12 "	"	Geo Borgfeldt & Co
71 "	"	Miscellaneous Orders

CHINA AND JAPAN		
22 packages earthenware	.....	Jones, McDuffee & Stratton Co
47 "	"	Miscellaneous Orders

WHY HE WAS NOT PROMOTED.

HE chose his friends among his inferiors. He received his ability by haphazard methods. He did not think it worth while to learn how.

He thought he must take in amusements every evening.

He was ashamed of his own kindred because they were old-fashioned.

He imitated the habits of men who could stand more than he could.

He did not learn that the best part of his income was not in his pay envelope.

His familiarity with haphazard methods paralyzed his ambition for modern methods and the ideal way.

His policy was to make bluff take the place of ability.

And, last of all, he continually carried a grouch about the office when performing the duties of the daily routine in business life.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. It is reported that three or four Western glass manufacturers are forming a working alliance to erect a new glass factory in the Eastern district for the purpose of manufacturing special kinds of machine goods.

Leo Arnstein, buyer for the Schuster stores at Milwaukee, left here last Friday night for home, coming here from East Liverpool. While there he was quite ill, and for a time was threatened with fever. He anticipates being in New York early in February.

Eastern and Western office managers of the United States Glass Co. have been spending considerable time at the home office during the past fortnight. D. King Irwin came to take care of a number of New York and other Eastern buyers. John Nixon, of the Philadelphia office, was also here. Harry Kelly, manager of the St. Louis office, spent a fortnight here looking after Western customers. Road salesmen remained at home during the month waiting on trade.

A remarkable assortment of new things in souvenir ware is being shown this season by the Oriental Glass Co. A new treatment has been created to take the place of the well-known "ivory finish" which promises to be the feature of the specialty trade of this year. A number of new table lines in crystal and gold, gold and ruby, and ruby and crystal treatments are on view.

Jobbers in bar glassware say that since fifteen counties in Ohio have gone "wet" they have noticed a decided increase in orders. As a result the glass manufacturers are getting a large business from this source.

Clarence Dignal, formerly with the commercial department of the United States Glass Co., has become identified with the Johnson Bros. Glass Co., this city, as a salesman. The company is featuring bar glassware.

A story is current that blown tumblers and chimneys are being made at the same time by a chimney

house, thus creating greater efficiency in production. It is said that there is always more or less waste of glass in the making of a chimney, and that by a new method of making the articles simultaneously both time and metal are saved.

Among the buyers in the market since our last issue were the following:

Jesse Birn, of Henry Birn & Co., New York.
J. J. Parkhurst, with S. H. Knox Syndicate, New York.
Charles Rosenheim, Louisville, Ky.
John C. State, with The Robert Johns Co. and Great Northern Mfg. Co., Chicago.
A. A. Blankenmeister, of F. A. Blankenmeister & Son, St. Louis.
John Patterson, with George Cooke Crockery Co., St. Joseph, Mo.
Mr. Hayward, St. Johns, New Brunswick.
Mr. Smith, with Columbus Merchandise Co., Columbus, O.
S. L. Soleberg, with Sioux City (Ia.) Crockery Co.
Col. C. L. Knapp, of C. L. Knapp & Co., Leavenworth, Kan.
B. O. Chapman, with Ogden, Merrill & Greer, St. Paul.
Lytle Bayless, of Bayless Brothers, Louisville, Ky.
George L. Warrick, of O. H. Warrick & Co., St. Johns, N. B.
W. J. Casey, with McDonald Brothers, Minneapolis.
Charles H. Long, with Kinney & Levan, Cleveland.
Fred Johnston, with Webb-Freyschlag Mercantile Co., Kansas City, Mo.
Silas Ichenhauser, of the Ichenhauser Co., Evansville, Ind.
Mr. Day, with Cook-Laurance Crockery Co., Cedar Rapids, Iowa.
C. W. McClure, of the McClure Syndicate, Atlanta, Ga.
Mr. Miller, with G. Sommers & Co., St. Paul, Minn.

The Elkins Glass Co, and the Krakno Glass Co. are showing a number of new shapes and treatments in lighting glassware, the lines of these concerns now being larger than ever before.

President D. C. Ripley, of the Ripley Glass Co., left this week for the South, where he will remain indefinitely for his health. He was recently re-

elected treasurer of the Western Pennsylvania Exposition Society, an office he has held almost continuously since the Exposition company started business.



Follansbee, W. Va. New effects in lighting glassware are being continually shown by the Jefferson Glass Co. Especial attention is being given to the cut lines for shower effects



Wellsburg, W. Va. Because of an accident of a rather serious character at the plant of the Universal Supply and Glass Mfg. Co., the concern was compelled to suspend operations there and lease for a short term the old plant of the Wellsburg Glass and Mfg Co., locally known as the 'Red Onion.' A new continuous tank is being built at the former plant, and it is expected that operations will be resumed there during the coming month. The Universal has a big lot of orders on hand and is compelled to keep fires going somewhere.



Tarentum, Pa. At a special meeting of the stockholders of the Fidelity Glass Co. held recently a resolution was passed to increase the capital stock of the company from \$125,000 to \$200,000. Additions to the plant are in contemplation.



Columbus, O. Alan Leamy, formerly of Pittsburgh, who is in charge of the central Western distributing agency and factory of the Welsbach Co. here, says that the increase shown last year was gratifying, and the output of the local plant for 1911 showed that 1,000,000 more mantles were made in the local plant than in 1910. In addition, the general sales of the local branch have shown a good increase.



Bellalre, O. The stockholders of the Imperial Glass Company held a well attended meeting here on Tuesday afternoon and re-elected the old board of directors. The business of the plant was shown to be in a flourishing condition, with every prospect for a continuance.



Moundsville, W. Va. The erection of the new building by the Fostoria Glass Co., which increased its capital stock from \$500,000 to \$1,000,000 at a recent meeting of the stockholders, will represent an outlay of about \$150,000. The structure will be of brick, four stories, and will be located on the northwest corner of the property owned by the company, occupying the site where the cooper shop now stands. When the building is completed the cooper shop will be located in the basement, and a stockroom will also be partitioned off on this floor. Work will be started

on the erection of the new building as soon as weather becomes favorable.



Reports read at the annual **Martin's Ferry.** meeting of stockholders of the Haskins Glass Co. on Tuesday showed 1911 to have been a most prosperous year. The company's plant has been in almost continuous operation, and the outlook for the present year is exceptionally bright.

Officers were chosen for the new year as follows: Dr. T. M. Haskins, president; George L. Kraatz, vice president; W. H. Green, secretary and treasurer; J. Edwin Clark, assistant secretary. Directors: T. M. Haskins, August Kraatz, E. W. Houser, A. P. Haskins, Henry Bieberson, George Cook.

The prospects for the future are so gratifying that it was decided to declare monthly dividends of one half of 1 per cent during the coming year, or 6 per cent per annum.



The Lotus Cut Glass Co. has succeeded the Wheeling Cut Glass Co. and has moved stock, machinery and equipment to this place, where they have increased facilities for taking care of their increasing trade.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Jan. 6, '12	Correspond- ing period 1911	Exports Jan. 1 to Jan. 6, '12	Correspond ing period 1911
Boston	112	194	....	...
New York	113	419	....	....
Baltimore	302	....	....	....
Philadelphia	40	1	....	....
New Orleans.....	5	67	....	....
Newport News	29	....	....	....
San Francisco	48	....	....	....
Portland (Me.)	37	142	....	....
Galveston .....	....	11	....	....
Portland (Or.)	2	....	....	....
Inland Points	14	31	....	....
Total	702	865	....	....

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Jan. 6, '12	Correspond- ing period 1911	Exports Jan. 1 to Jan. 6, '12	Correspond ing period 1911
New York	204	400	204	400
Boston	112	121	112	121
Philadelphia	40	37	40	37
Baltimore	302	....	302	....
San Francisco	48	....	48	....
New Orleans	5	67	5	67
Portland (Me.)	37	142	37	142
Galveston .....	....	11	..	11
Newport News	29	....	29	....
Portland (Or.)	2	....	2	....
Inland Points	12	31	12	31
Total	791	809	791	809

The New York Crocery and Glass District.

The Strobel & Wilken Co. have a remarkably fine open stock dinnerware line in Austrian china which they have stamped "Miramare." An illustration of one of the patterns appears on another page. The colors in this are olive green, dark red, steel blue, the scroll in yellow, and a gold edge and gold line on the shoulder. There are several hundred decorations, and one can select bands, sprays, borders—in short, almost anything that is popular in the market at this time. The shape is good, and the ware excellent.

The French and English china will in future be shown on the fourth floor at Bawo & Dotter's. Alterations have been made and arrangements are now completed for the transfer. The second floor will hereafter be devoted to art ware, bronzes, clocks and lamps.

The open stock patterns Vogt & Dose are now showing are much above the average, and yet the prices are such that buyers can sell them at low rates with a satisfactory profit. Nor is it necessary that a department shall be overburdened with a big stock in order to prove out the pattern, for any quality may be purchased in order to see whether or not is attractive to the consumer.

The Stork-Bates Sherwood Co. have just brought out a handsome twenty-two inch hanging dome. The design is bold, but artistic in every detail. The first buyer that saw it placed a liberal order.

A. A. Vantine & Co.'s import salesrooms at 12 East Eighteenth street proved to be altogether too small for the display of 1912. Last season the firm realized that they were heading for a banner year, and decided to move their import lines to the fifth floor of the Vantine Building at 877-879 Broadway. It proved to be good judgment, for the goods can now be better displayed. Every decoration is placed in such a way that it commands attention, and the man who is on the lookout for good sellers has no trouble in picking the winners. Vantine's white and gold

line of 1911 was a great success, but they have gone one better this season and show a white and gold decoration on their fine china body that is a gem. They are also particularly strong in delicate and unique border decorations on their white body. Make note that the import sample room is now located at 877-879 Broadway, fifth floor.

Bassett's letter-writer takes occasion in his page advertisement this week to note that when the Duke of Connaught was visiting this city he failed to see the most important thing in all the town—Bassett's stock patterns. Have you?

The new samples of Limoges china dinnerware from the factory of Porcelaines G. D. A. are all ready for inspection. The decorations are more than ordinarily attractive, and the new shape, "The Vendome," is alone worth a visit.

L. Bernardaud & Co. have their import samples all ready for inspection. What will attract buyers' attention immediately are the beautiful gold incrustations. The combination of rich gold with a broad band of a beautiful green and another of maroon form decorations that equal anything brought into the country this season. They are on the plain St. Regis shape.

Villeroy & Boch have sent to E. R. Thieler a most comprehensive line of new samples of Mettlach stoneware, among which are pretty afternoon tea sets, handsome vases, and a variety of steins. The colorings of the new goods are more than usually attractive, while the shapes are unique. There is something to suit all tastes and purses.

Louis Wolf & Co. have their china lines all ready, and a very fine showing they make. They are exceedingly strong in five and ten cent lines, and are paying more attention to dinnerware this year than ever. They have excellent lines in French and Austrian goods in open stock and regular sets. Some-

thing entirely new is a fancy line in dark red body with landscapes and scenes underglazed on cups and saucers, cake plates, salads, candlesticks, mugs, and a variety of pieces.

Edward Miller & Co. are offering for sale a very fine black walnut showcase which is really a little room. It is thirty feet long, seven feet wide, and ten feet high, has glass front and top, glass door at one end, and a window at the other. It is just the thing in which to show fine cut glass or high grade china, bric-a-brac, silverware, or fine housefurnishing goods. They will not need it in their new quarters, and will dispose of it at a very reasonable figure.

Among Edward Boote's new samples of Cauldon china are upwards of twenty new designs in tea ware. The decorations are mostly floral—delicately-tinted roses in nosegays, single blossoms, sprays and buds, daisies, dahlias, forget-me nots, and many of the pretty wild flowers for which England is noted. A new-shaped service plate has a flatter flange than usual, and is decidedly practical. There is also a fine new line of moderate-priced dessert plates.

A. R. Marryatt has again taken the line of lamps manufactured by Rose & Hastie, of Brooklyn.

L. Rouquart has opened at 39 Murray street, up one flight, a line of French china consisting of dinnerware and fancy goods, white and decorated, from a well-known Limoges manufacturer. The designs and shapes are strictly up to date, and the body and glaze excellent. Mr. Rouquart was formerly of the Ceramic Importing Co., which liquidated last year. He has had a large experience with French goods, and with so fine a line as he has is sure of winning success.

The Royal Worcester Porcelain Co. have sent to their New York representative an exquisitely delicate design for afternoon tea sets, after-dinner coffees and such specialties. The shapes are elegant, and well adapted to the decoration, which comprises a series of chains of green turquoise, with one large pendant jewel hanging from each loop of chain. The green and gold effect is most pleasing and striking.

The season's offerings in dinnerware at Bawo & Dotter's include twelve entirely new shapes. Two of these are particularly adapted to the colonial idea, while another is modeled so as to take a special border decoration which continues right around the cover dish and on the front of the handles, which are at right angles to the dish and are flat. The effect of this is very novel and attractive. While the plain shapes predominate, there is one, the "Racine," which

will fill the want for a fancy shape. The decorations are numerous and varied, and George A. Fehn, who presides over this department, promises an interesting hour to any buyer to whom he shows the beautiful array.

Geo. B. Jones is showing complete lines of earthenware from Johnson Bros., Hanley, England. The "Imperial Octagon" is, as its name indicates, an eight-sided oval, fluted, and the word "Imperial" is rightly applied. The "Westwood" is a plain oval with graceful lines. The decorations are plain prints under glaze, transfers in floral and conventional designs, and white and gold. From the large demand for the prints there is evidence of a return to popularity of this class of decorations. Mr. Jones has never had such a fine display.

The new colonial line of Ripley & Co., shown by E. B. Dickinson in the Fifth Avenue Building is truly a "classic." The elegance of shape and excellence of the glass attract unusual attention. One buyer said it was the "niftiest" thing on the market.

Of all the displays of light blown glassware, none surpasses that of Bryce Bros. In the variety of stone engraved rock crystal in floral and conventional designs they have even excelled themselves. They have delved into Grecian architecture for artistic decorations, two of the patterns having the old classic egg and dart and mitre and bead. The floral designs are better than anything that has yet emanated from this factory. The conventional Dresden rose is in a class by itself, and has never been attempted before on glassware. Buyers visiting Mr. Dithridge's showroom should go there when they have quite a little time to spare. The beauties to be found there will keep them well employed.

Arthur A. Bean is in receipt of the complete line of new samples from the A. H. Heisey Co.'s factory. He is much pleased with the new designs and anticipates great things from them.

The new showrooms of Henry Creange in the Fifth Avenue Building are very handsome in their appointments. Massive mahogany columns with artistic capitals are set off with much dignity by the large and impressive vases that form part of the decoration. The new samples are being laid out on display tables arranged in an original manner.

William D. Finke has about three thousand five-, six-, seven- and eight-inch cut glass nappies which he is selling at a considerable reduction owing to the fact that the molds are to be discontinued. Excellent for a special sale.

Among the Potteries

East and West

Never before have job lots been so scarce with pottery manufacturers as now. They simply cannot be had. There was one grand clean-up before the year end, and buyers who came here with the expectation of picking up "specials" were sorely disappointed. In place of buying "jobs," they were compelled to place orders for new goods at market prices.

"I consider it a matter of education to the buyer of domestic pottery and glass to visit the factories at least once a year, whether he is in the market for immediate shipments or not," said Leo Arnstein, of Milwaukee, to the writer. "These visits give the buyer an insight into all lines. He sees what is new, and at the same time is likely to create a new sales plan. Buyers do not visit the market centres as often as they should."

The "Seville" treatment on the "Princess" dinner plain shape of the Smith-Phillips China Co. is one of the best sellers of the year. So great is the demand for this pattern that the company is now keeping it in stock, and is enabled as a result to ship orders within a few days of their receipt. At times the orders for "Seville" are filled on the day received.

E. H. Beckley, of Georgia, has entered suit against the Hall China Co., of East Liverpool, asking judgment for \$11,000 by reason of the failure of the defendant to carry out the terms of a contract regarding the leasing of lands in Georgia from the plaintiff for the purpose of mining china clay for a period of twenty years.

Joseph May, for several years credit man with the Warner-Keffer China Co., has left them and taken an office berth with the Homer Laughlin China Co., Newell. The vacancy at the former plant has not been permanently filled.

The old two kiln pottery at Leetonia, owned by the Cartwright Bros., of this city, has been sold, and will be converted into a live stock raising plant. It

was built early in the seventies, and the original company went out of business in 1883. In 1885 William Brunt bought it, and a few years later the Cartwright & Green Co. took it over. In 1890 operations were suspended, and the plant has since been idle.

Among the buyers in the district since our last issue were the following:

E. B. Adams, of E. B. Adams & Co., Washington, D. C.
 Julius Levy, New York.
 Mr. Miller, with Goldberg Bros., Detroit.
 Charles Rosenheim, Louisville, Ky,
 A. L. Osbourne, of Osbourne, Boynton & Osbourne, Detroit.
 George Myers, Erie, Pa.
 A. A. Blankenmeister, of F. H. Blankenmeister & Son, St. Louis
 John C. State and G. H. Charlton, with Great Northern Mfg. Co. and the Robert John Co., Chicago.
 W. M. Robinson, Boston
 Miss E. Brennan, Chicago
 E. Frescha, Philadelphia.
 George Kilmer, Chicago.

East Liverpool is to have a new and modern hotel, to be named "The Potters'." The estimated cost is placed at \$100,000. Steps are now being taken to form the corporation. Frederick B. Lawrence of the North American Mfg. Co., Newell, W. Va.; C. V. Beatty, of the McHenry-Beatty Lumber and Construction Co., and ex-City Solicitor Harry W. Vodrey are the prime movers. A site opposite the East Liverpool post office is to be secured, and five-story hotel with 100 rooms erected.

At the recent meeting of the Western Standing Committee the following manufacturing disputes were adjusted: Basin from Ford City settled as a 6s. All rim, scalloped and embossed oatmeals made in Sebring shall pay five cents per doz.; same not to exceed seven and a half inches in diameter and one and five eighths inches in depth. Small jug from Cartwright's was classed as a 48s jug, at 9c per dozen. Bean dish from Huntington, W. Va., was settled at

13c for making and finishing the body, 10c for finishing cover. Plaque from Huntington, settled at eight cents per dozen.

ON THE PACIFIC COAST.

COMPLAINT is general among the business men of this city because of the long time their goods are on the road. Shipments from the Atlantic seaboard have been consuming from eighteen to twenty-five days, and from the North from fifteen to eighteen days. The crockery dealers have felt the inconvenience of delayed shipments very much, especially their spring samples, and are much pleased to know that action is to be taken by the Chamber of Commerce with a view to remedying present conditions.

Mr. Bowman, of the Geo. H. Bowman Co., Cleveland, arrived here this week from Los Angeles with a large assortment of new samples, which he has on display at the Palace Hotel. From here he will go to Portland.

While in the East Mr. Dorn will make his headquarters at the Bartholdi Hotel, New York. As soon as he returns he plans to put in new show windows and change the entire front of his store.

The Samish decorating establishment on Stockton street is still having a hard time to keep the orders for white and gold monogram dinner sets filled. The demand for these sets has not fallen off at all since the holidays.

The Schloss Crockery Co. is getting ready for its spring shipments of the Golden State Mason fruit jars. Dealers are stocking up quite heavily with these jars, as prospects are very favorable for a large fruit crop this year.

Sylvester A. Baker, coast representative of the Macbeth-Evans Glass Co., left here January 17, to be gone about seven weeks. This will be his biggest trip of the year.

The American Import Co. has received at its sample rooms a complete line of Japanese china in an exceptionally white body decorated with border patterns.

Brittain & Co., 942 Market street, considered closing out their line of undecorated china, but the holiday trade showed such an increasing demand that they are now re-stocking with it quite heavily.

Mr. Partridge, manager of the crockery and glass department at the Emporium, says that the crockery specials shown in the newly organized basement salesroom have taken very well. He says that it proves more satisfactory to keep sales goods and spe-

cials all together than to show them in the various departments with the regular lines.

Himmelstern Bros. have just unpacked and put on display a shipment of samples from the Tarentum (Pa.) Glass Co.

The L. J. Navra Co., Seattle, Wash., are now comfortably installed in their new showrooms. The firms which have entrusted them with samples have been given ample space to display the goods. Two experienced salesmen have been added to the staff, which now comprises five first class men. Miss Rose Taylor has been appointed assistant secretary, and to her is entrusted the artistic arranging of the display.

SALESMEN'S ASSOCIATION NOTES.

THE committee having the Salesmen's banquet in charge are preparing a very attractive programme. The menu will be all that can be desired, and the entertainment will consist of four or five numbers by excellent talent, each sufficiently long and elaborate to occupy the attention of the guests for some time. The tickets are now on sale, price \$3.50, and may be obtained from any member of the committee, the secretary, the members generally, or at this office. The banquet hall will seat 325 comfortably, and from present indications it will be well filled. Many buyers are anticipating attending. It is expected that this will be the largest affair ever given by the Association.

At a meeting of the Board of Directors held on Saturday, January, 20, the following were elected to membership: Frank W. Gaines, Oswald S. Mish, Herbert Hewelcke, John A. Werner; James O. L. Brunswlg, with Nathan-Dohrmann Co., A. B. C. Dohrmann, vice-president Dohrmann Commercial Co.; Paul D. Partridge, Jacob P. Glesener and Leopold J. Rissmann, with Dohrmann Commercial Co., San Francisco, Cal.; John F. O'Leary, with Goodwin's, Ltd., Montreal; Wm. J. Kennedy, with A. A. Bean, New York, Harry Schwartz and James F. Mitchell, with Higgins & Seiter; New York; George B. Wells, with H. P. Chandlee Sons Co., Baltimore; John F. Brosseau, with Edw. Malley Co., New Haven; Sylvester A. Baker, with Macbeth-Evans Co., San Francisco; Michael B. Peterson, with Rothschild & Hadenfeldt, San Francisco; Charles H. Skilton, with the American Ring Co., New York; Harold C. Hall, with J. D. Bergen Co., Meriden, Conn.

The status of the watch and fob contest to date is as follows: M. K. Lindner 9, Louis D. Seixas 2, H. C. Bedlington, Arthur A. Bean, W. Milton Rogers, Paul M. Phillips, Geo. A. Boomer, H. J. Gute, W. W. Magee, Harry S. Clarke, one each.

CROCKERY & GLASS JOURNAL

NEW YORK, FEB. 1, 1912.

THE CONDITION OF BUSINESS.



With the beginning of the month the **New York.** import season may be said to be open.

The Wholesale Dealers in Crockery and Glass are to meet at the Holland House on the 8th. Consequently a large number of prominent buyers will be in attendance, and besides transacting the association business will make their purchases. Already some of these buyers are in the city, and indications are that they will take more ware than last year. Most of them have extended their purchases of domestic goods, which is an earnest of what they will do in foreign wares. It is almost certain that much larger purchases of fancy goods will be made, and there is a hope that this branch of the trade, which has been neglected for so long, will revive again. In point of fact, there is already a call for them, and, early as it is in the season, the sales that have been made are exceedingly gratifying. It is not to be inferred that all at once the demand will increase to its old-time importance, but there is hope that the large stocks thrown upon the market two or three years ago have been absorbed and that new goods will be needed.

The domestic manufacturers of both crockery and glass are doing well. The exhibit at Pittsburgh having closed, the travelers are now on the road, and in spite of untoward weather, with excessive cold and much snow, are all finding business.

Travelers for importing houses who have been making flying trips have met with success in all directions. These early visits were more in the way of courtesy and in view of extending invitations to see the new samples than to sell, as with the exception of staples they were not prepared to show the new things; but for all that they have managed to take very respectable orders.

Not much can be said in favor of retail trade. The weather has been too severe for people to do much shopping.

The outlook is brighter than for a long time. In every line of business the feeling is growing that

business is going to be good; and while the boom of 1907 is not expected, a fair, legitimate trade in all commodities is looked for.



Toward the last of January there was a slight falling off in business **East Liverpool and vicinity.** among the Western potteries over the volume booked during the first fortnight of the year. Still, all plants are kept working. The year has started off in a very satisfactory manner, although it is claimed that fewer buyers visited the district this season than during January, 1911. However, salesmen will "get the missing" when they go on the road.



Throughout the glass district the **Pittsburgh and Vicinity.** manufacturers report business ahead of January a year ago. The Pittsburgh exhibit developed considerable new business, and word from the factories tells of a nice volume of orders still on the books. Blown and stemware are selling well; tableware is going better now than for several months; assortments are running strong.



The glassware people are encouraged **Chicago, Ill.** by the growing volume of business that has been developed during the last two weeks, and look forward to a season equaling, if not surpassing, that of 1911. Good, substantial orders are being received both from local dealers and from out-of-town territory. Particularly good reports have come in to local houses and to representatives of Eastern manufacturers from their traveling salesmen. Much of this good business is coming from Northwestern territory, where trade in many lines during the fall and winter has been light, owing in part to the partial crop failures of the past year. With activity being shown in a quarter which was quite generally held as doubtful, there is little, if any,

apprehension regarding other sections of the country where conditions have been more favorable. The local wholesale and jobbing trade report improved business with the recent amelioration of weather conditions and look for its continuance and a further betterment of trade later on.

AT BOSTON.

A RELIABLE authority informs the writer that the A. H. Hews Pottery Co., Cambridge, the largest manufacturers of flower-pots in the world, have just completed a deal whereby 1,000,000 square feet of clay lands situated near the pottery have been added to their already extensive holdings. The new purchase will insure operations for an indefinite period, summarily disposing of the rumor that their clay deposits were becoming exhausted.

Henry T. Edwards (Fostoria Glass Co.) is home ill with the grip. The Boston coterie unite in wishing him a speedy recovery. George K. Marshall, salesman, has returned from his road trip.

Samuel M. Averill, buyer for lamp department of Jordan-Marsh Co., has returned from a visit to New York.

Somerville has a new industry in the formation of the A. M. Hillson Co., to manufacture and sell kitchenware; capitalized at \$50,000.

The Allen Supply Co. is now carried on by Walter A. Clapp.

Herbert A. Wellington is the new representative of George W. Beals, filling the chair of J. W. Swain, now with the McKenney, Waterbury Co.

The Valley Stores Co., Warwick, R. I., is a new corporation to deal in crockery, kitchen furnishings and dry goods. Capital stock, \$15,000. Directors: Albert H. Whitman, H. G. Northrop and C. H. Sprague.

A. F. Ellis, china buyer for Almy, Bigelow & Washburn, Salem, has returned from a trip to the "greatest city."

Eaton & Sawyer, Haverhill, have dissolved partnership.

J. W. Power, the "oil king" of Boston, is featuring the Pittsburgh Lamp, Brass and Glass Co.'s line throughout Rhode Island territory.

Mitchell, Woodbury Co.'s popular glassware buyer. Maurice Caro, has returned from the "Smoky City." Charles T. Woolley, salesman, is back to the

Hub after covering New York State. He will return shortly to the same territory, carrying new import samples.

Frank A. Smith, buyer for A. G. Pollard Co., Lowell, has returned from a trip to New York City.

Merton A. Lovell, representing Murt S. Wallace (United States Glass Co.) is covering Connecticut centres this week.

W. E. Noyes, of the W. T. Grant Syndicate, New York, is visiting the more important New England trade centres.

Chas. M. Archer (Roseville Pottery Co.) is having his sample rooms entirely remodeled.

W. M. Pingree (The Tajimi Co.) has returned to his Boston headquarters from Maine territory, reporting gratifying success on both stock and import delivery. After a brief sojourn here he will again start forth. Millard A. Fuller, salesman, is out for a four-months' trip, during which time he will comb New England thoroughly.

J. J. Curry, buyer of china and glassware for the Houghton & Dutton Co., is back from a trip to Pittsburgh.

Wm. R. Claflin has moved to 41 Pearl street, corner Franklin, where his quarters are much more commodious. The room is to be fitted with glass shelves and mirror top tables, which will add greatly to the display of cut glass, of which he claims to have the largest sample line shown in Boston. He has recently added a new line of portables and shades made by Imperial Art Glass and Lamp Works, New York, and samples will be on display about February 15. He also has the fine line of plateaux mirrors made by Charles Baum, New York.

Buyers in town this week included Mr. St. Louis, with James Edgar Co., Brockton; E. B. McBeth, with the E. S. Brown Co., Fall River; George W. Alden, of G. W. Alden & Co., Brockton; W. L. Nadell, Weymouth; James E. Boscock, Taunton; Joseph Voyce, Lewiston, Me.; Berton Williams, Ayer; Fredk. Bodwell, with Burroughs & Sanborn, Lynn; Mr. Laviska, with P. B. Magrane, Lynn; Saul Goldberg, of Goldberg & Son, Lawrence; George A. Reedpath, Lynn.

OVER THE 'PHONE.

SAY, Bates, what do they call pottery when it comes out of the kiln after being fired once?

BATES—Biscuit usually, but sometimes mess.

The New York Crochery and Glass District.

The Strobel & Wilken Co. are showing a fancy short line that is quite out of the ordinary. The groundwork is matted silver with lustre panels. Superimposed is a bright-colored floral design. They also have a strong line of popular-priced goods for assortments. From Schlegelmilch they have long lines of new patterns that look good to buyers. They have largely increased their space for American cut glass, and are showing new and exclusive designs. As a new departure they have taken on a line, import only, of aluminum articles which include about everything that is needed in the home.

A. Gredelue has many new things in glass, both shapes and cuttings. Prominent among them is a berry service that is a delight to the eye. It is so designed that it can be used as an ice cream set. The cuttings are light and very pretty. There is an entirely new line of water and wine glasses in light cuttings. Not only are the patterns attractive, but there is care in the workmanship to the smallest detail. In the floral designs every vein and rib of the petal or leaf stands out clear and distinct. The Baccarat line this year certainly adds to its laurels.

Meakin & Ridgway are ready with their new goods, and as usual show long and attractive lines from all the various firms they represent. Make a note of the fact mentioned in their advertisement that the Fifth avenue line of motor 'buses will land buyers at their door.

The Mosfern Co. have removed to larger and more convenient quarters at 438 Broome street.

The Tajimi Co. are in the field with long and strong lines of Japanese porcelain both from stock and for import. The majority of the designs are characteristic of the country, but they also have many European patterns. The ware is of a high grade, and the ornamentations all well executed. One of the most attractive is a pearl-gray matt glaze with white storks. It is out of the ordinary and is

proving a good seller. In addition to their china lines they carry metal novelties, toys and curios, and have a large variety of Susudake baskets for all purposes. They are making a strong bid for trade and offer exceptional values.

Fondeville & Van Iderstine have their new samples of Luneville earthenware ready for inspection. They have made marked improvements in the colorings of the decorations this year, and have achieved light shadowy effects something on the order of Copenhagen ware. The line consists of cake plates, plaques, jugs, bon-bon dishes—in fact, all the regular pieces. In the jug line which has become so famous there are six shapes and more than fifty patterns. They have also a new line of cottage dinner ware. Next week they expect to open a full line of French china from Alfred Hache & Co., one of the oldest and best manufacturers in France.

Robert Slimmon & Co. have all their lines complete. Their old and well-known potteries have each sent new things, and, as they truly say, there is not a poor sample in the lot. They direct especial attention to a line of blue dipped ware for kitchen use. It is a revival of the kind of bowls, jugs, etc., that men of mature years remember in grandmother's kitchen, and the goods are more than ordinarily attractive.

C. L. Dwenger has three leaders worth the attention of buyers. He has been importing china for a great many years, possesses excellent taste, and it goes without saying that his goods are all right. He makes a specialty of white china, and carries a line of samples which includes everything that either professional or amateur decorators require.

C. Dorflinger & Sons are ready with the finest line of cut glass that they have ever made—and such an unqualified statement means a lot to people who know their goods, for they are glass makers and cutters who know their business. Among the many new things are two original shapes in table glass. Both

are excellent, and the cuttings are exquisite, being both mitred and stone engraved. A high ball with entirely new features, and many new vases in cut, cut and etched, and white etched, are to be seen. Many dealers have no conception of the lines carried by this house, nor how low-priced they are sold. Such buyers ought to call. It would be an education for them. They will be welcomed, whether they buy or not.

A certain corporation is offering to retailers a lamp at such an extremely low price that jobbers have heretofore found difficulty in buying an article to compete with it and leave them the slightest margin of profit. The Plume & Atwood Mfg. Co. have now solved the problem for them, having put on the market a nickel center-draft lamp with ten-inch shade ring that will enable jobbers to meet the existing competition.

E. R. Thieler is showing a line of reproductions in Mettlach of the famous old Italian faenza ware made in the fourteenth and fifteenth centuries. The original colorings and designs are faithfully followed. Plaques, jardinières, vases and urns, all are alluring in their beautiful color tones. Any buyer would be justified in stretching his appropriation a little so that a line of these goods may be included in his purchases.

J. H. Venon presents many new patterns in French and Swedish china and in glass. The latter is a very strong line and is meeting with universal approval. He calls particular attention to the Fifth avenue auto 'buses as the most direct and convenient way to reach his place, and adds: "The fare will be well spent."

William R. Noe & Sons have a sort of curiosity shop in lighting devices. There is not another house like it in this country, nor possibly in the world. The specialties in miniature lamps are particularly interesting. Just to look over the samples is to gain an otherwise unobtainable knowledge of what is in the market.

John Davison's new lines show many original ideas, both in shape and decoration. The wares from Geo. Jones & Sons are very noticeable for their improvement over anything heretofore shown, the new combinations in color and gold being decidedly out of the ordinary. From F. Winkle & Co. he has received some creations in earthenware which will attract the attention of buyers. One is an octagon dinner service where the shape is carried out even in the cups, with decorations reproduced from old designs. Some of these are just the right patterns to go with Chipendale furniture. Another has an old French floral

design beautifully executed. The most engaging thing is from Stevens & Williams, who have put the famous Indian Tree pattern on glass on a Doric shape. It is a pure classic. There are also many new designs in rock crystal effects. From Adderley's and Coalport there are many beautiful patterns, concerning which we shall say something later.

Louis Wolf & Co.'s lines are now all ready for the inspection of buyers. They call particular attention to their samples of china, glass, bric-a-brac, dolls, toys and tree ornaments, in which they have novelties and special attractions.

Wm. D. Finke has received a lot of new samples from the factory of W. H. Gibbs & Co. that are far in advance of anything he has ever had before. One new pattern is so fine in its workmanship that it has the effect of engraved and etched work; yet it is all done by the wheel. With a palm leaf for its chief motif, interspersed with delicate floral cutting, the design in the larger pieces is most brilliant. Krantz, Smith & Co. have also sent samples in which they, too, outdo themselves. For their new design the edelweiss has been selected surrounded with a creeping tendrill vine. The new "Myrtle" design as applied to a seventeen-inch vase is very effective in its contrast of both bright and dull-finished cutting.

S. Sipser, who has recently returned from a trip to the Chicago factory of the Crown Novelty Co., says they are making a line of lamps which will compare favorably with anything on the market. The samples are expected in shortly. The concern has erected a new six-story factory to meet the demands of its increasing business.

The Goodwin & Kintz Co. have sent in a lot of photographs of their new goods as forerunners of the line. Samples are coming in right along, and bid fair to out class anything that they have yet produced.

The new colonial line of the Tarentum Glass Co. is very pleasing. The shapes are exceptionally good, while the glass is bright, clear and of excellent color. Their new No. 300, a floral panel effect, is very effective also, the design having the appearance of rock crystal cutting.

An agreement for the final dissolution of partnership between Frank & De Keyser has at last been arrived at. The old stand is taken over by De Keyser & Co., who have bought and paid for the stock, fixtures, good will and business generally. Frank & Co. have taken temporary showrooms on the third floor at 32 Park Place, exactly opposite the old store.

OBITUARY.

THIRTY-SIX hours before his death, Ephraim Offner, the well-known crockery and glass dealer of New Orleans, was apparently in the best of health and spirits. He was seized with an attack of uraemic poisoning and died last Thursday morning at his home, 4010 St. Charles avenue, that city.

Mr. Offner was born in New York seventy-three years ago. At the age of fifteen he went to New Orleans, where he was employed by the Picard Dry Goods Co. After a few years he decided to open a dry goods store of his own and for a long time kept a store on Dryades street. Having been successful in this venture, he bought a plantation near Gretna, and lived there for a number of years.



EPHRAIM OFFNER

When the war between the States was declared he enlisted in the Federal Army, and served therein all during the Civil War. It was after the war that he returned to New Orleans and engaged in the business enterprises in which he was so successful.

Seeing an opportunity in the crockery and glassware business, he opened a store at 928 Canal street, where he remained up to the time of his death.

Mr. Offner was prominent in the activities of his city, a member of numerous clubs and charitable organizations, and thoroughly liked and respected by all who knew him.

His funeral, which took place on Friday, was in charge of the Union Lodge of Masons, of which he was the oldest member.

John A. Murphy, who had been in the employ of the Onondaga Pottery Co., Syracuse, N. Y., for thirty-two years, died January 19, aged forty-nine, after an illness of seventeen months.

John Weil died at his home in Sacramento, Cal., January 22 after a week's illness of pleurisy. Mr. Weil had been in business in Sacramento since 1854, and

for the last twenty-nine years was proprietor of the Sacramento Glass and Crockery Co. He is survived by a widow and three children.

BUSINESS BRIEFS.

The Clay Products Co. will begin the construction of a new plant at Spokane, Wash., for the manufacture of stoneware. The plant will cost \$50,000 and will be completed April 1.

At the annual meeting of the Central City Crockery Co., Syracuse, N. Y., G. W. Schermerhorn was elected president, S. T. Culver vice-president, J. H. Husselman treasurer, L. E. Wolver secretary.

At a meeting of the Wayne Cut Glass Co., Towanda, Pa., held recently, the following officers were elected: president, J. Sam Brown; first vice-president, Cortez H. Jennings; second vice-president, W. A. H. Pruemers; treasurer, J. H. Weaver; secretary and manager, J. A. Kimble.

The Queen City Cut Glass Co. has been organized at Rochester, Minn., with a capital stock of \$50,000, and manufacture will be started with about twenty-five glass cutters. The officers of the company are A. R. Olson, president; Kerry Conley, vice president; T. L. Phelps, secretary; L. A. Orr, treasurer.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Jan. 13, '12	Correspond- ing period 1911	Exports Jan. 1 to Jan. 13, '12	Correspond ing period 1911
Boston	51	182	163	376
New York	168	135	281	554
Baltimore	22	407	324	407
Philadelphia ..	21	207	61	208
New Orleans	24	....	29	67
Newport News ..	....	....	29	....
San Francisco ..	....	18	48	18
Portland (Me.) ..	48	....	85	142
Galveston ....	....	139	....	150
Portland (Or.) ..	6	....	8	....
Inland Points	14	....	28	31
Total	354	1088	1056	1953

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Jan. 13, '12	Correspond- ing period 1911	Exports Jan. 1 to Jan. 13, '12	Correspond ing period 1911
New York	168	138	372	538
Boston	51	182	163	303
Philadelphia	21	207	61	244
Baltimore	22	407	324	407
San Francisco ..	....	18	48	18
New Orleans	24	....	29	67
Portland (Me.) ..	48	....	85	142
Galveston ....	....	139	..	150
Newport News ..	....	....	29	....
Portland (Or.) ..	6	....	8	...
Inland Points	9	....	21	31
Total	349	1091	1140	1900

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 1, 1912.

CALL ATTENTION TO YOUR GOODS.

NEXT to wearing apparel, nothing attracts women more than fine china, and a display of rich decorated ware in a window will always command their attention. They will linger long over it and not infrequently will enter the store to price goods with no immediate intention of buying. The memory of the incident will remain with them, and when they are ready to buy they will more than likely give that establishment the first call, particularly if they are impressed with the idea that prices are low. For this reason, while bright colors and pieces showing much gold should be used as part of the exhibit, and placed in the front, an assortment of cheap goods should also be in evidence to convey the idea of low prices.

An excellent plan to draw attention to a china window is to place therein a decorator. Motion of any kind always attracts, and to watch the actual process of china painting will prove decidedly interesting.

Another would be to fit a window up as a dining room with a neatly-dressed serving maid setting the table. She could change the ware every few minutes, laying the table first with an expensive set, with glass and silver to match, and follow with cheaper outfits. This would serve the double purpose of showing the proper way of arranging the table and at the same time exhibit the ware. Price cards should show the cost of the china, glass and cutlery, together with the fancy pieces used for embellishment, such as fern dishes, epergnes, flower-holders, etc.

The cost of carrying out either of these ideas would be very slight, and the chances are that large sales would follow.

PERSONAL.

SOME men are never happy unless they are busy, and "Jack" French can find more things to do than any other man in the District. If he is not engaged in selling goods for John Davison, which is his strong point, and sees a hammer and some nails lying around, he will begin carpentering. He can always see a place where an extra shelf will come in handy, and it is not long before it is up. Then he paints it. The wareroom will lose his genial presence this week, for he leaves on his long journey to the Pacific Coast, making Buffalo his first stop.



Henry Cronmeyer, with Bawo & Dotter, leaves the last of this week for San Francisco, where the house maintains a permanent salesroom. He will open there February 15 with what he says will be the greatest line of pottery ever shown on the Pacific Coast.



Buying in carload lots sounds good these days, and L. Richards, buyer for Hale Bros., San Francisco, who sometimes does this sort of thing, is welcomed with open arms by the glass people. He will be here for about a month.



Max Loeb, of Loeb Bros., Mexico City, is here and ordering liberally. He sails shortly for Europe to attend the Liepzig Exposition.



John Hines has been in Philadelphia all this week.



E Swasey, of E. Swasey & Co., Portland, Maine, is making his usual trip for the season's buying, and is a welcome visitor in the various showrooms.



Col. William H. Surles, one of the stockholders in the H. C. Fry Glass Co., at Rochester, Pa., and who has been postmaster at East Liverpool for thirteen years, is to be succeeded by Russell C. Hedleston. Mr. Surles and his wife contemplate a trip around the world.



Harry L. Seixas, who ran out to Chicago in the interest of Edward Boote, came in on Tuesday morning quite elated over the result of his trip.



N. L. Clark, with the D. M. Holmes Co., New Orleans, sailed last week on the Olympic for Europe

with three other buyers attached to the house. The quartet will collectively do the buying for all departments throughout the establishment.



C. H. Blumenauer, of the Jefferson Glass Co., showed his face in Fred Skelton's office on Monday for about five minutes. He is a busy man these days, and had little more than time to say "How do you do?" before going back to Follansbee, W. Va., the same night.



John Patterson, of the Cooke Crockery Co., St. Joseph, Mo., arrived in New York on time, as he has for years past. He is the same jolly, good-natured "Jack" as ever, and his welcome was enthusiastic.



C. W. McClure, of five and ten cent fame, is in New York placing orders. He is stopping at the Woodstock. He says that his business is steadily increasing. The wholesale department which was instituted last year went fifty per cent. ahead of expectations, and so far this year is making even a better showing.



E. Waeldin, who has been with L. Straus & Sons for two years, and was formerly with Geo. F. Bassett & Co., has gone back to his first love—Bawo & Dotter. His specialty will be to handle mail orders.



Major C. L. Knapp, one of the old regulars who can be depended on to reach New York by the first of February, is here. He says they have had bountiful rains and more bountiful snows this season, and the wheat looks better than for many years. Which means a good trade in his section.



Henry N. Meyer, buyer for Sperry & Hutchinson, came home on Monday from a ten days' trip to the potteries and glass factories, where he left good orders.



Fred C. Reimer came home from a flying trip on Saturday for Chas. L. Dwenger. When asked how he had fared he said: "Dandy!" with considerable emphasis on the first syllable.



Mr. Rogers, with the Steinbach Co., Asbury Park, paid a visit to some of the glass showrooms on Wednesday and left good orders.



Lyms & Marks, Toronto, Canada, after visiting the glass exhibit at Pittsburgh are in this city making purchases.



John Westwater and Martin Lannon, both members of the firm of J. M. & W. Westwater, Columbus, O., are in the city on their usual spring

buying expedition. Their store carries the finest stock of china and glassware in that city, and their arrival is always awaited by the salesmen with interest.



D. A. Neale, who was recently with L. Straus & Sons, is now salesman for Bauscher Bros., this city.



The New York State School of Clay-Working and Ceramics at Alfred University, Alfred, N. Y., has recently been strengthened by the addition of A. R. Heubach to its teaching staff. Mr. Heubach is a German by birth and comes of a family of potters. He received his technical education under Dr. W. Pukall at the Ceramic School of Bunzlau, and has been employed in this country in the terra cotta industry in Chicago and New York. At Alfred he will take charge of the workshops as specialist in clay manufacture.



John Ling, buyer of china, glass, etc., for Gimbel Bros. in New York, has been laid up for the last few days with an attack of pneumonia. He finds it all the harder to bear because he has had scarcely a day's illness in twenty years.



Albert Rothschild is with the recently-formed firm of Frank & Co. in their new quarters at 32 Park Place.



I. Sidney Hirsch, who until recently was with Higgins & Seiter in the hotel department, has gone with De Keyser & Co.



Thomas Pinder, buyer for the Curran Dry Goods Co., Waterbury, Conn., called on one or two of the representatives in the District on Monday.



John Kazanjian, of John Kazanjian & Co., Newport, R. I., was a visitor to the District during the week and showed his appreciation of many glass lines by leaving substantial orders.



Fred Siem, foreign buyer for the Dohrman Commercial Co., San Francisco, is in the city.



A. R. Marryatt started on Tuesday night for an extensive trip through the South. He will be gone for five or six weeks. He takes with him complete lines of samples of the Pioneer Cut Glass Co. and the Crescent Cut Glass Co., and Rose & Hastie's lamps.



The usual exodus of buyers from our shores to visit the European markets is being planned. Louis Carter, of Snellenburg's, and Frank Walsh, of Strawbridge & Clothier, Philadelphia, sail on the 13th of

February. Robert Glenn, with Wanamaker's, Philadelphia, sails on the 3d. Henry J. Katz, for the Philadelphia store of Gimbel Bros., has not given out the date when he will start.



John C. Fisher is expected to return on Monday from his initial trip for the C. F. Monroe Co.

NOTIFY COMMITTEE AT ONCE!

THE banquet committee of the Salesmen's Association has sent out the following special request:

In an effort to overcome the usual uncertainty as regards final attendance and seating arrangements with their eleventh-hour confusion the Committee in charge of the Twentieth Annual Banquet of the Pottery, Glass and Brass Salesmen's Association asks your co-operation. It is desired to perfect all arrangements by February 10th. Order your special tables at once. Tickets are \$3.50 each.

WM. S. PITCAIRN, Chairman.

AT CHICAGO.

A MANUFACTURER of lamps and domes said the other day that the concern which put out the newest and cleverest designs and was in position to gamble on the public's like or dislike of them was the only one that could keep ahead of the army of imitators that has sprung up all over the country. As soon as an original conceit came on the market that succeeded in gaining favor with the fickle retail buyer, electric lighting companies and others who have a manufacturing side line immediately began to make as close an imitation as it was possible for them to put out. They even went to the length of sending men around to filch new ideas. "All we can do," said the manufacturer, "is to keep just a little ahead of them, for with patent laws as they are in this country there would be no profit in fighting these people. Patents, nowadays, are allowed only on a so-called 'basic' invention, and where there is only new utilization of old material, though in the new form it may have great individual commercial value, the promoter of the design has no protection."

* *

H. S. Anderson is a new city salesman for the Pittsburgh Lamp, Brass and Glass Co., whose local office is at 110 South Wabash avenue. Business is opening up very satisfactorily with this concern.

* *

H. N. Herber arrived in Chicago last Thursday from New York and will have charge of the exhibit in the Palmer House of Mogi, Momono & Co's line of imported Japanese goods. Y. Matsuhara, manager of the Nagoya office, is with Mr. Herber and

will remain in Chicago a week. From this city he will depart for Japan.

* *

M. V. Hulett, who sells jewelry and fancy china at Marshall, Mich., was a visitor in Chicago during the week,

* *

W. A. Scott is in charge of the display of the East Liverpool Potteries Co. at the Palmer House.

* *

Elmer Sterling, of St. Joseph, Mich., who specializes in gas and electric lighting fixtures, was in the local market a few days ago.

* *

The Cook Pottery Co., of Trenton, N. J., is represented at the Palmer House by W. F. Ellisson.

* *

Ray J. Morgan, representing Rothschild & Meyers and Markt & Hammacher, is calling on the trade in Minneapolis and other Northwestern points.

* *

M. Heyman, Eastern representative of the Cowen-Heineberg Co., San Francisco, is showing a complete line of oriental samples at the La Salle Hotel.

* *

Mr. Hubbs, of T. Eaton & Co., Winnipeg, Can., was a recent buyer in the Chicago market.

* *

T. Austin, of Austin & Co., Battle Creek, Mich., was a caller in the district this week.

* *

Another Michigan man who interviewed some of the manufacturers' agents was Mr. Barendrecht, of Russel & Batrendrecht, Kalamazoo.

* *

Elgin, Ill., was represented in the local buyers' lists of the week by W. S. Skinner.

* *

John J. Foley, of the American Brass and Copper Co., New York, was in town calling on the lighting goods trade.

* *

A Waukegan, Ill., business caller in Chicago last week was G. H. Armstrong, buyer for the North Shore Consolidated Gas Co.

* *

A striking example of excellent lighting and adequate display of goods is afforded the visitor to the rooms in the new Kesner building occupied by Morimura Bros., the manager of which is M. J. Geary. Soft-toned electric lights aid in giving the beautiful goods a remarkable attraction both to the casual visitor and the buyer intent on replenishing his stock of Japanese wares. Every available inch of space in the three rooms is occupied, but there no sense of crowding, owing to the masterful arrangement of the various lines. The display of Novitake ware arrests the attention of the visitor as soon as he enters. A buyer may safely venture in here with no misgivings

that he will become fatigued from the effects of gloom, dust and bad air. "It is my endeavor," said Mr. Geary, "to make this place so attractive that business simply can't keep away; and that I am succeeding you will readily surmise when I tell you that we have had to work Sundays to keep up."

* *

W. B. Andrews, of the United States Glass Co., is spending a few day at the factory. James K. Verner, traveling representative, is making a trip through Illinois, Indiana, Wisconsin and a part of Michigan.

* *

Charles Gossman, of the Peerless Lighting Co., St. Louis, was in Chicago during the week.

* *

H. A. Marshall and Charles K. Price, of the Fostoria Glass Co., were recent callers on the trade in Detroit.

* *

H. F. Carrigan, local manager for the Plume & Atwood Mfg. Co., has gone to St. Louis, where he will remain during the week. G. M. Chase, traveling representative, is at St. Paul, and before returning to Chicago will visit Duluth, Kansas City, Omaha, Lincoln and Sioux City.

CHINESE POTTERY BRINGS GOOD PRICES.

THE top price of last Saturday's sale of Chinese pottery and porcelains at the American Art Galleries, this city, was \$1,700 paid by an anonymous buyer for a Ming porcelain image of Emperor Cheng Teglazed in four colors. The figure, which is black-bearded and stern of mien, is seated on a garden rockery before a wind screen and is represented holding a book in his left hand, its open page in white showing the black written bit of a poem. The figure and rockery and screen are raised upon a low porcelain platform, glazed in yellow and lapis blue. The group, which is of the Ming period, is 20½ inches in height.

W. H. Johnson after a brisk competition secured one of the most popular pieces of the sale—a plant jar of the Ming dynasty semi-globular in shape, coated with a turquoise blue glaze and relieved by a scroli motif border, with black outlining. It was mounted on a low detachable pottery base with lotus flower and scroll designs in low relief. It cost him \$1,525.

Robert Goelet, who was one of the most enthusiastic bidders, bought a turquoise and yellow jardiniere of Yuan ware of the Ming dynasty for \$390. He secured also a pair of temple incense burners modelled in the form of grotto shrines for \$560. The open interiors show small images of gods amid cloud forms. The glazing is in two shades of blue. The detached saucers, made to hold fragrant herbs, are ornamented with small grotesque masques and corner ridges.

R. D. Williams paid \$1,350 for a five color vase of the composite beaker shape in five tiers with multi-ribbed body, and spreading base and neck with lobed rim. He bought also two decorated gourd shaped vases of the Ming period for \$330 and \$190.

Mrs. C. B. Alexander picked up several small statuettes and jars at prices varying from \$35 to \$50 and in addition a rare ivory white statuette of Daruma, the first Chinese Patriarch. For this she paid \$400.

Other buyers were V. Everit Macy, whose principal purchases were a blue and a yellow jar in sonorous Ming porcelain for \$420 and \$500; Cooper Hewitt, who paid \$125 for a hexagonal five colored vase in sonorous Ming porcelain, and Miss Sands, who secured a five colored fish bowl of the Lung Ching period for \$370.

The total proceeds of sale amounted to \$35,125.

ON THE PACIFIC COAST.

THE wholesalers are very well satisfied with the orders being received at headquarters from their men in various parts of the Western territory. The retailers who conducted semi-annual sales this month are also well satisfied. Other retailers are preparing to conduct special sales next month.

F. Siem, European buyer for the Dohrman Commercial Co., left for his annual trip from Los Angeles on the 27th. M. K. Linder, New York manager, also left on the 27th to resume his duties in that city. He will stop off at various places en route.

E. B. Hill, representing A. H. Heisey & Co., Newark, O., was in San Francisco for a short visit last week.

The Portland office of the C. A. Bacon Co. is now ready for occupancy, and Mr. Bartels left the end of last week to take charge. Mr. Bocock is already doing business at the Denver office.

The Conger-McLean Co. has been succeeded by the A. L. Conger Co. at 731 Market street. Arrangements have just been concluded with R. L. Bocock to look after the interests of the company in Colorado. Utah and Montana, with headquarters in Denver. A. L. Conger will leave next week for a three weeks' trip through the southern part of the State.

J. Blankfield, representing the W. H. Sweeny Mfg. Co., Brooklyn, visited the trade here last week and left for Los Angeles.

A large shipment of samples from the Laurel Cut Glass Co., Jermyn, Pa., is due at the sample rooms of Himmelstern Bros. on Mission street. R. C. Altschul, traveling representative of this com-

pany, is in the southern part of the State and is sending in large orders.

The sale at Gump's, on Post street, continues for another week, after which stock-taking will begin. Mr. Haas, of this company, is making arrangements to start for Europe the first part of March on a pleasure trip.

Joseph Heineberg, of the Cower-Heineberg Co., is in the southern part of the State and reports that business has opened up very satisfactorily down there.

Geo. W. Clark, of the Homer Laughlin China Co., arrived here last week to spend a week or ten days, after which he will go south.

Among the buyers in town were Frank Taylor, of Taylor's Tea and Coffee House, Nevada City, Cal., Ed Vadney, Chico, Cal.; Meyer Isneman, of Goldstein & Isneman, Visalia, Cal.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending January 30, 1912.

ANTWERP

110 packages glassware.....	B Gunthel
7 " ".....	Bawo & Dotter
9 " ".....	A Berger & Co
8 " ".....	Fensterer & Ruhe
13 " ".....	Graham & Zenger
907 " ".....	Miscellaneous Orders
45 " earthenware.....	L Straus & Sons
23 " ".....	E R Theiler
5 " ".....	Koscherak Bros
25 " ".....	G F Bassett & Co
56 " ".....	Miscellaneous Orders
10 " chinaware.....	Vogt & Dose
1 " ".....	Miscellaneous Orders
22 " toys.....	B Illfelder & Co
17 " ".....	Geo Borgfeldt & Co
28 " ".....	Miscellaneous Orders

BREMEN

37 packages glassware.....	L Straus & Sons
116 " ".....	Elmer & Amend
33 " ".....	H Endemann
23 " ".....	A Steinhardt & Bro
26 " ".....	J H Venon
11 " ".....	Samstag & Hilder Bros
358 " ".....	Miscellaneous Orders
10 " chinaware.....	Strobel & Wilken Co
87 " earthenware.....	Geo Borgfeldt & Co
2 " ".....	Bawo & Dotter
1 " ".....	J Wygand & Co
16 " ".....	L Straus & Sons
103 " ".....	Miscellaneous Orders
83 " toys.....	Geo Borgfeldt & Co
38 " ".....	Samstag & Hilder Bros
2 " ".....	F A O Schwartz
2 " ".....	Bawo & Dotter
53 " ".....	Strobel & Wilken Co
310 " ".....	Miscellaneous Orders

COPENHAGEN

28 packages earthenware.....	Bawo & Dotter
41 " ".....	Geo Borgfeldt & Co
274 " ".....	Brown Bros
31 " ".....	Miscellaneous Orders
12 " chinaware.....	Royal Copenhagen Porcelain Co
33 " ".....	J H Venon
7 " ".....	Miscellaneous Orders
141 " toys.....	Geo Borgfeldt & Co

HAVRE

26 packages chinaware.....	Wm Guerin & Co
5 " ".....	Bawo & Dotter
10 " ".....	H R Churchill
4 " ".....	Haviland & Co
3 " ".....	L Straus & Sons
128 " glassware.....	E Utard

ROTTERDAM

43 packages earthenware.....	Geo Borgfeldt & Co
26 " ".....	L D Bloch & Co
548 " ".....	Miscellaneous Orders
30 " glassware.....	Graham & Zenger
25 " ".....	Miscellaneous Orders
1 " toys.....	Geo Borgfeldt & Co
13 " ".....	F A O Schwartz
348 " ".....	Miscellaneous Orders

HAMBURG

2 packages glassware.....	Fensterer & Ruhe
33 " ".....	Kmy-Scheerer Co
27 " ".....	L D Bloch & Co
62 " ".....	L Straus & Sons
132 " ".....	Miscellaneous Orders
15 " chinaware.....	Strobel & Wilken Co
42 " earthenware.....	Bawo & Dotter
13 " ".....	J Wygand & Co
9 " ".....	Heiman C Kupper
16 " ".....	F Bing & Co
50 " ".....	Lazarus & Rosenfeld
8 " ".....	N Wapler
2 " ".....	Koscherak Bros
3 " ".....	J Palme
6 " ".....	E R Thier
136 " ".....	Miscellaneous Orders
52 " toys.....	B Illfelder
39 " ".....	Bawo & Dotter
4 " ".....	F W Woolworth
4 " ".....	Knauth, Nachod & Kuhne
30 " ".....	Strobel & Wilken Co
526 " ".....	Miscellaneous Orders

LIMOGES

97 packages chinaware.....	Theodore Haviland & Co
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LIVERPOOL

18 packages earthenware.....	W S Pitcairn
6 " ".....	L Straus & Sons
11 " ".....	F W Woolworth
2 " ".....	The Rowland & Marsellus Co
9 " ".....	Fondeville & Van Iderstine
10 " ".....	E Bcote
9 " ".....	Maddock & Miller
5 " ".....	Meakin & Ridgway
1 " ".....	Ed Butler
2 " ".....	Geo Borgfeldt & Co
3 " ".....	Strobel & Wilken Co
3 " ".....	Miscellaneous Orders

LONDON

6 packages toys.....	Geo Borgfeldt & Co
1 " ".....	F A O Schwartz
7 " ".....	Strobel & Wilken Co
27 " ".....	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

43 packages earthenware.....	Jones, McDuffee & Stratton Co
84 " ".....	Mitchell, Woodbury Co
6 " ".....	W N Proctor & Co
31 " ".....	American Express Co
20 " ".....	A W Chesterton
2 " ".....	Richard Briggs & Co

HAMBURG

16 packages earthenware.....	Jones, McDuffee & Stratton Co
1 " ".....	L E Knott Apparatus Co
11 " ".....	E A Runnells & Co
14 " ".....	L Wolf & Co
25 " ".....	Geo Borgfeldt & Co
10 " ".....	F W Woolworth
8 " ".....	Patterson Wylde & Co
1 " ".....	W N Proctor & Co
407 " ".....	First National Bank
17 " ".....	American Express Co
6 " ".....	Ocean Transit Co
18 " ".....	Natichal Despatch Co
23 " ".....	B D Webber
14 " ".....	Miscellaneous Orders

ANTWERP

94 packages earthenware.....	Jones, McDuffee & Stratton Co
8 " ".....	Stone & Downer Co
4 " ".....	Mitchell, Woodbury Co
1 " ".....	Geo Borgfeldt & Co
23 " ".....	Miscellaneous Orders

Among the Potteries

East and West

East Liverpool and Vicinity. There is ample reason for believing that a concerted effort is about to be made to make this city headquarters for the annual glass and

pottery "show," and that manufacturers of enameled ware and housefurnishings are to be invited to participate. This project has come to the surface since the story came out that a new 100-room hotel is to be built here. Glass manufacturers who have been approached admit that it would be cheaper to have the exhibit season here. It is asserted that ninety-five per cent of buyers who go into the Pittsburgh district "make" East Liverpool, and with all lines shown here there would be a decrease in expense bills to all concerned.

* *

Several pottery concerns in this locality have just held their annual meetings, and in all but one exception the same boards of directors and officers hold over. Because of two deaths in the official family of the Potters' Co-Operative Co.—George P. McNicol and T. H. McNicol—M. R. McNicol and C. L. Hartt were elected members of the board of directors. The board organized by electing the following: president, Hugh A. McNicol; vice-president, E. H. McNicol; secretary-treasurer, T. A. McNicol; assistant secretary, C. L. Hartt. The latter has also become financially interested in the concern. He has been in charge of the credits for several years.

* *

At the annual meeting of the stockholders of the Smith-Phillips Co. these officers were elected: president and general manager, J. T. Smith; vice president, V. Q. Hickman; secretary-treasurer, William H. Phillips; assistant secretary, E. R. Colclough; assistant general managers, Charles H. Bowman and Edward A. Crawford.

* *

Charles Lantaff, of Buffalo, N. Y., has been spending several days in this district making arrangements to represent several local potteries in his territory.

* *

J. F. Dale, of Danvers, Mass., for thirty-five years associated with the Thompson Pottery Co. as a

salesman, spent several days at the home office last week in company with M. B. Page & Son, of Peabody, Mass., also identified with the sales department of the same pottery. Mr. Dale holds the record for direct length of service with this company.

* *

Will Robinson, sales manager for the Colonial Pottery Co., has returned from a brief business trip in the West.

* *

M. J. Donaldson, Southern salesman for the Homer Laughlin China Co., has started out on his territory.

* *

One of the novelties offered the trade during the past week was a child's toilet set—washbowl, ewer and soap dish—decorated with treatments that appeal to children.

* *

Plans have been prepared by the McNicol & Corn Pottery Co., of Wellsville, for the enlargement of their plant, provided additional ground can be procured. It is just possible that the capacity of the plant will be doubled should the city give the company the ground asked for.

* *

Willard R. Morris, covering the Middle States for the Knowles, Taylor & Knowles Co., has started out, his first stop being Cleveland.

* *

J. C. Davis, showing the Smith-Phillips lines, is now covering his Western territory, opening in Chicago this week. W. L. Young, with the same concern, will open at Young's Hotel, Boston, Saturday.

* *

The National China Co., Salineville, formerly located in this city, is working to capacity. The new open stock dinner ware lines are moving rapidly, and the outlook for business this year is considered exceptionally bright.

* *

Lead poisoning in the potteries of Ohio is to be made the subject of exhaustive research by the Ohio State Board of Health, which has commissioned Dr.

Alice Hamilton, of Chicago, to prepare a report on this subject. She will inspect all plants in this territory, and it is reasonable to believe that she will make a number of recommendations for the improvements of sanitary conditions.

* *

W. E. McConnell, for nearly ten years connected with the Potters' Co-Operative Co., resigned last Saturday to become identified with the Carrollton (O.) Pottery Co., where he will have charge of the commercial department.

* *

Buyers in the district since our last issue were as follows:

F. J. Miller, with G. Sommers & Co., Minneapolis.
Fred Swazey, of E. Swazey & Co., Portland, Me.
Lee Richards, with Hale Bros. & Co., San Francisco.
A. E. Burns, Philadelphia.



At the annual meeting of the **Wheeling, W. Va.** stockholders of the Warwick China Co. Jan. 25 resolutions to reduce the capital stock from \$500,000 to \$300,000 and to authorize the sale of \$25,000 additional preferred stock were adopted. The outstanding stock of this corporation now totals \$208,000. During 1911 the company spent over \$5,000 in improving the property. The board of directors was increased to nine, as follows: Thomas Carr, M. N. Cecil, L. F. Stifel, J. W. Spidel, J. N. Clarke, B. W. Peterson, C. E. Jackson, H. L. Bond, and Myron Hubbard. The board organized by the election of these officers: president, C. E. Jackson; vice-president, M. N. Cecil; secretary-treasurer, O. P. McKee. S. A. Royce is the only salesman traveling direct from the home office.



A consolidation of the business **Kittanning, Pa** now done at the plant of the Pennsylvania China Co. here with that of the Cook Pottery Co. at Ford City is announced. Both plants are under the control of the Colonial Trust Co., of Pittsburgh, and are managed by Charles Howell Cook of Trenton. The offices of the two concerns are under the management of C. L. Gray, formerly with the Goodwin Pottery Co., East Liverpool. The consolidation will let out a number of workmen, but married operatives will be given the preference at the Ford City plant.

NOT USURY, BUT—

SCHEDULES in bankruptcy of Joseph Goldman, dealer in crockery at 206 Forsyth street, show liabilities \$6,940 and nominal assets \$4,378, consisting of stock \$600, accounts \$3,725, fixtures \$50 and cash in bank \$3. The largest creditor is Hyman Green-

stone, \$2,860, balance for merchandise purchased on May 1, 1911. Mr. Goldman states in the schedules that \$2,400 was to be paid on August 1, 1912, and was to bear interest at the rate of \$12 a week. In order to overcome the statutes against usurious interest two fictitious written agreements were made dated May 11, 1912, one of which was that Goldman was to employ Greenstone at a salary of \$12 a week.

IN TOWN

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

A Jasman, with Meier & Frank Co, hf, Portland, Ore. 31 Union Sq.
A J Kaufman, with C A Kaufman Co, t, New Orleans, 256 Church.
J W Saville, with Zion Co-operative Merc Institution, hf, Salt Lake City. 75 Leonard.
E N Sullivan, with Morrison-Sullivan D G Co hf, Savannah. Breslin.
John Westwater and John Lannon, with J M & W Westwater, c, g, Columbus O.
John Patterson, with Cooke Crockery Co, c, St Joseph, Mo. Herald Sq.
C L Knapp, with C L Knapp & Co, c, Leavenworth, Kan, Herald Sq.
A A Breton, with Shartenburg & Robinson, hf, New Haven, Conn. 75 Spring.
L Richards, with Hale Bros hf, San Francisco. 395 Broadway.
A V Mummy, with Jamison Hfg Co, hf, Trinidad, Col. 320 Church.
F J Gunther, with A Hamburger & Sons, t Los Angels 214 4th ave.
J Kohnfelder, with Seigel-Cooper Co, hf, Chicago. 6th ave and 20th.
J B Clough, with M E Smith & Co, hf, Omaha. 320 Broadway.
W T Crosby, with Crosby Bros Co, hf Topeka. Great Northern.
Carl Underwood, with Missoula Mercantile Co c, g, Missoula, Mont.
Max Loeb, with Loeb Bros c, g, Mexico City, Mex.
Fred Swasey, of E Swasey & Co., c, g, Portland, Me.
G N Everett, with Woodward & Lothrop, hf, Washington. 334 Fourth ave.
Col W W Jamison, of Jamison Housefurnishing Co, hf, Denver. 320 Church.
A P Spengler, with Bush & Bull. hf, Easton, Pa, New Grand.
C W McClure, McClure Ten Cent Co, c, Atlanta, Ga. Woodstock.
A L and F J Burbank, of Burbank, Douglass & Co, c, Portland, Me. Imperial.
S Zoellberg, c, Sioux City, Iowa. Herald Sq.
R W Freyschlag and W Johnson, with Webb, Freyschlag Merc Co, hf, Kansas City, Mo. 350 B'way.
Mr Fromani, with Woodward & Lothrop, c, g, Washington. 334 Fourth ave.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity

This city is to be further boosted as a glass centre. Announcement has just been made that a suite of flour rooms on the third

foor of the new Jenkins Arcade Building has been leased for a long term of years for permanent display purposes by the Monongah Glass Co. and the Northwood Glass Co., which have secured the services of B. F. Pritchard as local representative. Cut glass will also be carried, and the display will be the largest of its character in the city.

The Deidrick Glass Co., of Rochester Pa., will increase its capacity forthwith. More space has been obtained, and a dozen additional decorators will be put to work. The concern is decorating tumblers and blown ware by a new method and in an original manner.

Percy Pownell, formerly salesman for the Jefferson Glass Co., and who for the past year has been on his California ranch with his father, has formed a connection with the Fostoria Glass Co., succeeding L. S. Crain, who has gone in business with J. C. Jonas at Cleveland. Mr. Pownell spent a few days at the Ft. Pitt showing the new lines of the Fostoria, and then left for his territory.

George Caldwell, mayor of Wellsburg, W. Va., and a well-known former glass manufacturer, spent some time among local exhibitors last week.

A. R. Lazure, superintendent of the Gas City, Ind., plant of the United States Glass Co., has returned to the factory after spending several days at the home office.

President D. C. Ripley, of the Ripley Glass Co., is now pleasantly quartered at Camden, N. C., where he has gone to spend the balance of the winter season in the hope of improving his health.

Isadore Reizenstein, for many years in charge of the Reizenstein store on the Northside, and more recently that on Liberty avenue, is now connected

with the Pittsburgh Lamp, Brass and Glass Co. as a salesman, and started out last week through Western Pennsylvania, Eastern Ohio and West Virginia.

"We are closing out our stock as rapidly as possible," said W. C. Evans, of the T. G. Evans Co., to the writer. "I expect to go into the brokerage business here, and shall visit the New York market during February."

A new formula is being used by the Consolidated Lamp and Glass Co. in the manufacture of a line of gas and electric shades which has just been placed on the market called "Sienna." It is a gold dust body with ruby lines interlacing, no two shades possessing the same effect. The "Argenta" line is also a new effect in white cased glass possessing a silver etched treatment.

The new table line of the Fostoria Glass Co. is a Colonial light optic effect known as "No. 1831." It is shown in a long list of items.

Daniel Taylor, president of the Pittsburgh Lamp, Brass and Glass Co., slipped and fell on the ice several days ago, severely injuring his right leg.

The injunction asked for by the Macbeth-Evans Glass Co. restraining the Jefferson Glass Co. from making Luceo glass, which the former claim is an infringement on the Alba product, has been granted.

Among the buyers in the district since our last issue were the following:

Fritz H. Pfeiffer, of the F. H. Pfeiffer Crockery Co., Peoria, Ill.

J. D. Richards, with Hale Bros., Co., San Francisco.
Mr. Seville, with Zion Co-operative Mercantile Co., Salt Lake City.

Jos. Moses, with New Orleans Queensware Co.
Robert Goodwin, with Memphis Queensware Co.
John McClelland, of John McClelland Co., Houston.
Robert Shlick, with Schipper & Block Co., Peoria, Ill.

Robert Cairn, with Sweeny Co., Buffalo, N. Y.

The Owens bottle works, the Fairmont, W. Va. largest of its kind in the United States, has let the contract for a large warehouse to be built adjoining its factory on Industrial avenue. The building will be 300 x 275 feet, of steel construction and fireproof, and will cost \$100,000.



After having undergone thorough repairs the Central Glass Works Wheeling, W. Va. resumed operations Monday. Sufficient orders have been booked to insure steady operation up to July. Prior to the suspension the plant had operated steadily for six months, and repairs were absolutely necessary.



The Business Men's Club of this city Waco, Tex. has received an offer from a flint glass manufacturer now located at Peru, Kan., to remove his factory to this point. The manufacturer claims to have a payroll of \$80,000 per annum.

LEWIS & CONGER IN NEW HOME.

ON Thursday Lewis & Conger opened their new store on Forty-second street, near Broadway. The building, which was erected by them for their own use, is thoroughly up to date and admirably adapted to the purposes of their increasing business. The concern is one of the oldest in the line and has grown continuously from its beginning. The members of the firm are highly regarded, and everyone will congratulate them on this new acquisition.

BUYS BUSINESS OF L. H. YEAGER CO.

AN important change has just gone into effect in the L. H. Yeager Co., china and glass dealers, Allentown, Pa. By buying the entire interest of his brother-in-law, E. A. Donecker, and nearly the entire interest of his father, L. H. Yeager, the founder of the concern, Charles H. Yeager virtually becomes sole owner. The corporation, however, will be continued intact, with L. H. Yeager as president, Harry C. Kepner secretary, and Chas. H. Yeager treasurer. The L. H. Yeager Co. is incorporated with a capital stock of \$100,000.

Mr. Yeager has also given recognition to the services of his faithful employes by allotting a block of stock to each, thus making them partners and profit sharers in the business. These men and their years of service are: P. J. Ehrich, 24; E. E. Ruth, 15; Henry W. Miller, 9; W. R. Ehrich, 1; Fred Stettler, 5; John Fogelman, 12; Albert G. Moser, 28; Wm. Kuhns, 8, and H. C. Kepner, 1.

The L. H. Yeager Co. was founded in 1875 by L.

H. Yeager and the late James Culbertson as Yeager & Culbertson. In 1880 Mr. Yeager became sole owner. The incorporation was effected on January 1, 1911.

Charles H. Yeager, who has now become the head of the concern, is the only son of the founder and has been with the house for twenty-three years, growing up with it and being familiar with the business in all its departments. His energetic and hustling qualifications guarantee a continuance of the success of the business.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

PROPOSALS.

STATE OF NEW YORK—STATE COMMISSION IN LUNACY.

SEALED proposals addressed to the Purchasing Committee for State hospitals will be received by the undersigned at their office, room 138, Capitol, Albany, N. Y., until twelve o'clock noon, February 8, 1912, for supplying the New York State hospitals for the insane, as follows: curled hair, table oil cloth and white lead, for a period of six months from April 1, 1912; fertilizers for the season of 1912; crockery and glassware, garden hose and whiskey, for a period of one year from April 1, 1912; all as set forth in specifications containing full particulars as to qualities, quantities, packages and places of delivery. By addressing the Purchasing Committee bidders may obtain copies of specifications and information regarding qualities and standards.

F. A. WHEELER, Secretary

HELP WANTED.

WANTED—A young man of good address as bill clerk in an office in this city. Must be able to use a typewriter. If a stenographer, so much the better. Address, stating age, references and salary expected, Box 790, this office.

SITUATIONS WANTED.

WANTED—A position by a competent salesman, either in the wareroom or to canvass the Metropolitan District. Can command business. Address Box 789, this office.

FOR SALE.

BLACK WALNUT SHOWCASE.—We are going to move, so wish to sell this fine showcase—equal to a room. It is about thirty feet long, seven feet wide, and ten feet high, has glass front and top, with glass door at one end and window at the other. A fine case to show special goods and keep them clean. EDWARD MILLER & Co., 80 Warren St., New York.

A RARE OPPORTUNITY.—A crockery business established since 1890 in a live town of ten thousand and no opposition. Fine business store, clean stock; best of reasons for selling; satisfaction or no sale. If taken soon can be had at a bargain. Address Box 353, Iowa City, Ia.

BUSINESS OPPORTUNITIES.

A GREAT opportunity is offered for the purchase of a well-established, strictly china and glass business in a large city near New York, at a small outlay of cash. Little or no competition. Good reasons for selling. Address Box 786, this office.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

CROCKERY & GLASS JOURNAL

NEW YORK, FEB. 8, 1912.

· IN TOWN

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

H S Skinner, with Bennett & Co, Omaha Neb.
C F McGee, with Rhodes Bros Co, hf, Tacoma. 100 5th ave.
D Gradwahl, with Raphael Weill & Co, t, San Francisco. 15 E 26th st.
Thos Gill, with Lipman & Wolfe, c, Portland, Ore. 100 5th ave
I. Rothstein, with Kaufmann Bros, c g, Pittsburgh. 200 5th ave.
G J Brown, with Rudge & Guenzel Co, c, Lincoln, Neb. Latham.
Mr Ludwig, with L Milner Co, c, t, Toledo, O. 20 W 22d.
A F Pohlman, with Joslyn Dry Goods Co, hf, Denver. 56 Worth.
B P Baxter, with Hennessy Co, hf, Butte, Mont. 214 Church.
Paul Wielandy, of Blackwell, Wielandy & Co, c, St. Louis, Mo.
C Stilcke, of Yunger & Stilcke Co, c, Milwaukee. Park Ave. Hotel.
R Argus, g, and R C Gibson t, with Marshall Field & Co. Chicago. 104 Worth.
C M Igel, with Kaufmann Bros. hf, Pittsburgh. 200 Fifth ave.
F Van Arsdale, with Halle Bros. Co c, Cleveland. 220 Fifth ave.
C O Leisler, with Alms & Doepke Co, c, Cincinnati. 360 Broadway.
O W Watson, with Daniels & Fisher Stores Co, c, Denver. 56 Worth.
W J Ludwig, with W L Milner Co, c, t, Toledo, O. 20 W 22d.
W D Gilmore, with The Rike-Kumler Co c, Dayton, O. 220 Fifth.
J F Flack, with Mabley, Carew Co, c, Cincinnati.
C H Becker, with Becker-Hazelton Co, c, Dubuque. Belmont.
Louis Holweg, with Holweg & Reese, c, Indianapolis. Waldorf Astoria.
S Soelberg, with Sioux City (Ia) Crockery Co, c, Herald Square.
Ed Sohm, with Sohm, Ricker & Weisenhorn, c, Quincy, Ill. Grand.
R Goodwin, with Memphis Queensware Co, Memphis, Tenn. Hotel Astor.

Messrs Kichoff and Dean, with Lima Tea Co, Lima, O. Herald Square.
W A Maurer, Council Bluffs, Ia. Elks Club.
Mr Weller, of Newton, Weller & Co, San Antonio, Tex.
R M Slick, with Schipper & Block, Peoria, Ill. Prince George.
C H Little, of C H Little & Co, Freeport, Ill. Park ave
C D Pearson, of Chas D Pearson & Co, Indianapolis. Imperial.
C B Henika, Polaski, Minn.
A L Burbank, with Burbank, Douglass & Co, c, Portland, Me. Imperial.
Mr. Robinson, with Jordan-Marsh Co, Boston.
C O Miller, Stamford, Conn.
Linton & Sinclair, St John, N B.
T Barker, with R H White Co, hf, Boston. 41 Union Sq
P Keene, with E Wren Co, hf, c, Springfield, O. 320 Church.
Ed Wild, of Wild & Rohn, c, Milwaukee. Herald Sq.
Geo Searle, with Schunemann & Evans, c, St. Paul, Minn. Longacre.
T Baker, with R H White & Co, c, Boston. Ansonia.
Geo F Millar, c, Scranton, Pa. Lathrop.
P Keene, with the Ed Wren Co, c, Springfield, O. 320 Church St.
H A Merrill, of Ogden, Merrill & Greer, c, St Paul, Minn. Imperial.
John McClellan, of John McClellan & Co c, Houston, Texas. Hotel Astor.
P E Schauburger, with D G Carter Co hf, Louisville, Ky. 43 Leonard.
A J Woit, with Gimbel Bros hf, Milwaukee, Broadway and 32d.
B E Tailer, with Jordan-Marsh Co, hf, Boston, Mass. 31 Union sq.
C J Morris, with O T Johnson Co hf, Galesburg, Ill. 69 Fifth ave.
H A Andee, with Kennedy-McLeod-McArthur Co hf, St Paul. 129 West 27th.

THE SALESMEN'S BANQUET.

REMEMBER that the Salesmen's banquet will be held next Thursday, the 15th. Buy your tickets and secure reservations early if you have a party. Judging by the way the tickets have sold, there will be a big gathering.

AT THE GRAND HOTEL.

THE following salesmen have reserved space for displaying their goods at the Grand Hotel, Thirty-first street and Broadway:

- O. W. Eckland—Central Cut Glass Co., Chicago Room 118.
 W. C. Lynch—Taylor, Smith & Taylor, East Liverpool. Room 41.
 J. Carling—Pope-Gosser China Co., Coshocton, O. Room 135.
 J. C. Deens—D. E. McNicol Pottery Co., East Liverpool Room 33.
 Harry Hunt—Hunt Glass Co., Corning, N. Y. Room 131.
 Fred Kline—Warner-Keffer Co., East Liverpool. Room 25.
 Arthur Blackmer—Blackmer Cut Glass Co. New Bedford, Mass. Room 65.
 J. Uniack—Uniack Mfg. Co., New Brunswick, N. J. Room 138.

AT CHICAGO.

EVIDENCE of a growing activity in the crockery and glass trade is manifest among the larger retail houses this week. Lamp and brass goods are also doing better, and deficient stocks are being augmented by orders of fair size. Special efforts are being made by manufacturers and jobbers to display new lines to the best advantage, and the "early birds" will have many choice displays from which to make selections. The majority of those interviewed take a very hopeful attitude, and predict that 1912 will bring a satisfactory volume of business.

J. A. Jacobsen, representing the Consolidated Lamp and Glass Co., 706 Kesner building, left Sunday night for St. Louis to interview the trade in that city.

M. J. Geary, manager of the Chicago office of Morimura Bros., went to New York this week on a business trip.

M. K. Lindner, with the Dorhman Commercial Co., of San Francisco, called on his numerous Chicago friends during the week on his way to New York.

A fire wall extending about three-fourths of the way back in his recently enlarged quarters is being constructed by F. B. Tinker for the new stock room.

D. Saunders, now in charge of Mandel Bros' china department, will soon sail for Europe, where he will visit the important buying centers. T. J. Gill, the predecessor of Mr. Saunders at Mandel's, is now with Lipman & Wolfe one of the biggest concerns of Portland, Ore.

The Phoenix Glass Co., now at 507 Heyworth

building, are making plans for their removal to the larger suite at 908 in the same building, and among the salesmen coming in to assist in the work is Charles Fricke, who has just completed a trip through Indiana and Ohio which brought him some satisfactory orders.

C. H. Little, of C. H. Little & Co., Freeport, Ill., stopped over in Chicago on his way to the Eastern markets. While Mr. Little has gone past the mark of threescore and ten, he is still very active and gets around with all the vigor of a much younger man.

Mr. Meyer, representing M. Sellers & Co., Portland, Ore., was in Chicago during the week.

W. J. Casey, of McDonald Bros. Co., Minneapolis, stopped to call on his many friends in Chicago on his return trip from the Pittsburgh Show.

"I suppose it is rather ungrateful for a man to make complaint regarding the methods pursued by people who give you business, but I wish the department stores had a little better system," said a well-known manufacturers' agent. "I never know when I go into one of these big establishments how long I'll have to wait before I am able to see the man I want, and frequently when a buyer appears he turns out to be a new man. Why don't these people retain a good man longer in one place? Another thing is the lack of coordination between retail and wholesale departments when both are maintained by the same firm. Instances are numerous of consignments being 'lost' when it happens that orders intended for the wholesale house are sent by mistake to the retail, and vice versa. In several cases I have known of goods wrongly directed being sent to stock rooms without any effort being made to ascertain to what section they should have gone. I have just had an unpleasant experience along this line which eventually turned out to be the fault of a careless buyer. The main cause of all the trouble is, of course, found in the fact that these mammoth establishments are too greatly tangled up in their own red tape."



ROYAL WORCESTER PORCELAIN AT MADDOCK & MILLER'S.

The New York Crockery and Glass District.

In addition to the long lines of low-priced wares already mentioned, Herman C. Kupper is exceedingly strong on medium-priced goods. Such values have never before been offered from Chas. Ahrenfeldt. The prices are simply astounding. There is one design with a broad band of color in lace effect with a floral design superimposed which is a wonder. Another is an old Rouen decoration, and a third is in Renaissance style with gold. Very beautiful are individual tea and chocolate sets, tete-a-tete sets, breakfast and tea sets, to say nothing of the long line of rich plates and the big array from Schierholz. Truly, the feast of good things has been bountifully prepared.

Bawo & Dotter are making a great exhibit of cut glass. The whole of their store floor is now devoted to it, including foreign goods. They have recently established a large plant in Pennsylvania to produce their own cuttings, and have a large line of exclusive designs in popular-priced goods. Their import samples of china, glass, dolls, toys and housefurnishings are all ready, and the warerooms are crowded with buyers.

The Strobel & Wilken Co. are showing a line of plates in Vienna effects, with gold rims and shoulders and transfer centres. With all the appearance of incrustated work, they are made by a new process which permits of their sale by the dozen at the figures usually quoted for a single plate. They also have a line of terra cotta panels for decorative purposes, either for framing or set in the wall.

The line of dinnerware made by John Maddock & Sons is one that a dealer can handle with credit to himself and sell to his customer with a feeling of satisfaction. Maddock & Miller have an excellent array in their showrooms and carry a large open stock of the best patterns. The one shown in their advertisement elsewhere is in red, blue, green and yellow, and has a truly oriental effect. The shape, too, is excellent. The room devoted to Royal Worcester

porcelain contains a wonderful array of beautiful designs, the new creations this year surpassing all previous productions. The shapes in dinnerware are different to the usual run of English goods, and have been made more practical and serviceable.

Thos. G. Jones is showing a new electrolier from the McKee Glass Co. that shows how near "Pres-cut" glass is to the real thing. When illuminated it takes a sharp eye to tell the difference from cut.

William Dealing has received a new line of iridescent vases, lemonade sets and water sets in "Alba-lustre" glassware. The prominent parts of the design are touched with color or gold, giving a rich appearance.

The John B. Higbee Glass Co., Bridgeville, Pa., has sent a complete line of samples of the "New Era" pattern to A. C. Menzies. The decoration consists of a border of circles linked in chain form, while below is an elaborate design of imitation mitre cutting.

E. Torlotting is showing a new decoration in rock crystal cutting that is being ordered freely by all who see it. It has an optic panel and pillar effect, with a border of daisies interspersed with forget-me-nots. The stem is hollow, with a double bubble, and is cut in a unique manner. The design is carried out in a full line of tableware on the well-known crystal glass from St. Louis, France.

E. R. Thieler has just completed rearranging the whole of the 10,000 different samples from the various factories of Villeroy & Boch. The whole length of the showroom, five shelves high, is devoted to the marvelous assortment of steins and tankards, over a thousand in number. Row upon row of Mettlach stoneware, alleys of plaques, parallel tables of Delft ware and metal-mounted trays—all occupy separate divisions in the display, while the far wall is one

mass of housefurnishing specialties. There is also a good showing of glass setins, stemware, decorated and cut, and a large variety of fancy roemers. It is one of the show places of the District.

Edward Boote has so many new and good things that the visitor's first impression on entering the room devoted to Cauldon ware is to wonder where all the original ideas came from. It is impossible to describe the lovely combinations of gold and color. Every purse can be suited, for the goods range from popular-priced ware to the finest things made in bone china.

Alfred Moment has some beautiful new dinnerware and service plates in Limoges china from M. Redon. One design that attracted our notice and which cannot fail to have a good run consists of two rich broad borders of gold incrustation, between which is a garland of roses gracefully entwined around another gold band. A new dinner ware shape called the "Louise" is an oval differing from any other on the market, and has for its decoration a border copied from an old Rouen pattern, the prevailing color being steel blue. It is very pretty.

Cox & Lafferty are showing a complete line of the new samples of cut glass from T. B. Clark & Co.'s factory. The newest conception is the "Primrose" pattern. Another design called "Dawn" is one of the prettiest floral patterns shown this year. The "Wistaria" will not only appeal to a buyer for its artistic value, but also on account of its price.

The American Hand Vacuum Cleaner Co., Chicago, have arranged with S. Sipser, of the Crown Novelty Co., to handle their new device. It is operated by means of a fan which makes 3,000 revolutions a minute. The cleaner is made entirely of aluminum and is sold with a two years' guarantee. The profit to the retailer is fifty per cent.

In his line of Swedish glass J. H. Venon can supply buyers with goblets in rock crystal effects from the lowest-priced up to elaborate cuttings. He has vases of all kinds and small articles in variety. His wareroom is full of good things.

The line of Hungarian glassware in the showrooms of Julius Palme may be seen in all its forms—plain, etched, gold encrusted and otherwise decorated. Entire services of this class of goods are kept in open stock at popular prices. A special feature of interest to out-of-town buyers is the fact that Mr. Palme will make reservations of patterns for one establishment in any city. Imperial Vienna dinner-

ware, too, is here in great variety, from inexpensive grades to the richest possible decoration.

Meakin & Ridgway have a line of ware in enamel effects that are quite out of the ordinary. It is shown in a variety of designs, the coloring being very soft and pleasing. The effect is clever, and the prices unusually low for Minton goods. They also have a new line of rich plates. Take the Fifth avenue 'bus; it lands you at their door.

C. B. & J. Warner are showing a full line of ware from the Niagara Cut Glass Co. of Buffalo. There is every conceivable article in the line, which is a particularly good one and can be sold at a range of prices from the popular-priced goods up to expensive pieces. The factory is well equipped to furnish well-made and well-finished glass with prompt deliveries.

The Cambridge Glass Co. has sent to William Dealing a very attractive line of tableware decorated with a delicately-treated white acid etched design of a creeping vine, with a gracefully-hanging bunch of grapes at various intervals.

The new Minton pattern on the blown glassware of the Central Glass Works consists of a series of panels forming a border, with a sort of floral festooning pendant from the panels. The whole conception is in excellent taste and well carried out. The brilliancy and color of the metal are beyond criticism.

At the local warerooms of the Consolidated Lamp and Glass Co. William Dougherty exhibits with much pride the "Argenta" ware as a revelation in silver etching. The frosted shade has panels bearing a vine leaf decoration on the inside, which when illuminated shows up brilliantly. Another novel creation is a burnt sienna color with darker streaks of glass, giving the effect of marble.

Bassett's letter writer takes the Salesmen's banquet as a topic for his epistle this week, and as usual in his characteristic way brings in something about "the Dinnerware House of America" and Bassett's stock patterns. It is interesting reading.

L. Straus & Sons have the jobbing line and open stock dinner ware from their famous Schwarzburg pottery now ready for inspection. This factory has made wonderful strides in the last three years, and is not only turning out exceedingly fine ware, but an immense number of decorations. In open stocks alone they show eighty-five different patterns. The decorations are of very superior quality and the goods are

remarkably well potted. Their lines of German china are also ready, and by the end of next week they expect to have the French goods displayed. Every year this house shows decided improvement, and none more so than this year.

One of the prettiest patterns in Robert Slimmon & Co's warerooms is on Wilkinson's "Regent" shape. The decoration starts with a gold edge, then a gold band, and then a narrow figured band with little colored buds and flowers scattered at intervals around the plate. Another very successful design has a narrow gold band with a Greek key border in black on top of the gold. This week they also opened a lot of new teapots from Sudlow & Sons.

Barclay street had a little fire scare on Tuesday afternoon occasioned by a lighted cigarette being throw ninto a waste basket on the floor of No. 41. A slight blaze followed which did not require the aid of the department to extinguish, but a lot of engines and hook and ladder apparatus in the danger zone caused big excitement for a time.

Julius Hausmann & Co., who for years have been engaged in the crockery business at No. 4 Fourth avenue, and who made a specialty of hotel ware have decided to liquidate.

THE CONDITION OF BUSINESS.

The import season is now fairly open, New York. and buyers are here in goodly numbers, while every day sees additions. Everybody seems in good humor this year. There is a cheeriness and an optimistic feeling which has been lacking for a long time, for every body believes there is going to be a better business from now on.

Some of the jobbers say that while they have carried over a little more stock than they would like to have, the outlook is so good that they can see their way to buy as many goods as, if not more than, a year ago. In the sections where business was not up to expectations it was because of crop failures—a purely local condition. This season things are different. The weather, while extremely cold, has been favorable to wheat, as the crop is protected by a heavy covering of snow. In other sections stocks moved freely, and the buyers are in the market for more than last year.

Politics, which usually enter largely into consideration in a Presidential year, are ignored to a very large extent. Merchants are paying attention to business, having evidently come to the conclusion that the country will continue to exist regardless of who

will be the next President. Neither does the tariff question bother much, as everybody is inclined to believe that for a year at least there will be no material change.

Many of the buyers now in town visited Pittsburgh and East Liverpool before coming to New York. If they buy as liberally here as they did in those cities a good import season is assured.

There is a little cloud on the otherwise clear horizon. The labor element is restless all over the country. The workmen have been so pampered by politicians that they have become unreasonable in their demands. Not satisfied with higher wages and fewer hours of work than any other men in the world in their class, they still cry for more money. Trace back the increase in wages for five years, and the reason for the increased cost of living will be found. The high rates of transportation are purely the result of high wages, and it is so of everything else. Pot- ters and glass workers are paid a vastly higher price for their labor than a few years ago, while the manufacturers are hardly making a living.

Pittsburgh and Vicinity

All in all, January proved to be a better shipping month for the majority of the glass factories than January 1911. Prices have a tendency to higher levels, especially on the better lines. Jellies and some other items are scheduled for an advance next month.

East Liverpool and vicinity.

If orders keep up with the record established during January there will be little to complain about during the remainder of the year. As a considerable amount of business already placed is for immediate shipment, the plants are as a rule very active.

OBITUARY.

LAST Saturday, Frank Weichsel, shipping clerk for Otto Goetz, Brooklyn, died at his home in that borough, aged thirty-two. He was unmarried.

Albert Schoenhut, president of the A. Schoenhut Co., which conducts one of the largest toy making plants in the country, was found dead in bed Sunday at his home in Philadelphia. He was sixty-three years old.

H. T. Edwards, who for the last fourteen years has represented the Fostoria Glass Co. in Boston and New England, died on Tuesday of pneumonia after an illness of only a week. He was about sixty-

eight years old. Mr. Edwards was born in England, and came to this country about forty-five years ago. He found employment with a gas fixture house in New York and later had a lamp store in Boston, which he gave up to go with the Fostoria Glass Co. He was very energetic for a man of his years, and a universal favorite. His loss will be keenly felt in the trade. He leaves a widow and two daughters.

Joseph Millington, son of Richard Millington, founder of the Eagle Pottery Trenton, was burned and overcome by smoke during a fire early last Saturday morning, Tuesday night at St. Francis hospital Trenton. Death was due to pneumonia, which he contracted after having suffered from inhalation of smoke and flames. The deceased was engaged in various work connected with this city.

AT PITTSBURGH.

CHINA and glass jobbers report a decided improvement in business, not only from the country territory, but within the city as well. As soon as inventories were completed the buying started, and some very liberal business has been placed for import goods as well as for stock lines.

New samples are being received at the local office of Bawo & Dotter, in charge of A. Herr. Within a few days the large sample rooms will be completely re-arranged, and all new lines shown to advantage.

Norman C. Walker was at the Colonial during

the past week with the new offerings of Meakin & Ridgway

The lines of the Tajimi Trading Co., in charge of T. T. Fryer, are to be displayed at the Colonial, the opening being scheduled for Monday.

Watson W. Lang, in charge of the Pittsburgh sample room of Kinney & Levan, has returned from a several weeks' trip through his usual territory, arriving last Saturday. "Business is ahead of last season, and the merchants are all feeling good over the outlook," said he.

B. C. Miller, with Koch & Co., Baltimore, was at the Colonial showing an import line of toys.

Mr. Whitford, representing the Bradley & Hubbard Co., spent a few days in the district.

Herring & Jahn, importers, Philadelphia, were represented here by Mr. Jahn, who registered at the Colonial.

J. H. Milligan was at the Colonial-Annex with the new creations of the Zanesville Art Pottery Co.

Harry Lewis, buyer for the china and glass department of the Joseph Horne Co., says that January business was very good, and that while there is a little lull at present there is a tendency toward steady buying of all china and glass lines.

Fry & Megahan, who recently opened offices in the Jenkins Arcade building, are the only housefurnishing representatives working this district.



JAPANESE WARE AT MORIMURA BROS.



IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
February 6, 1912.

ANTWERP

88 packages glassware.....	B G Jntbel
5 " ".....	C J Dierckx & Co
81 " ".....	Miscellaneous Orders
5 " earthenware.....	L Straus & Sons
8 " ".....	L D Bloch & Co
49 " ".....	Bawo & Dotter
5 " ".....	Miscellaneous Orders
14 " toys.....	B Illfelder & Co
54 " ".....	Strobel & Wilken Co
4 " ".....	Miscellaneous Orders

BORDEAUX

318 packages chinaware.....	Haviland & Co
11 " ".....	C L Dwenger
10 " ".....	H R Churchill
21 " ".....	A G Moment
8 " ".....	Bawo & Dotter
47 " ".....	H Creange
30 " ".....	Miscellaneous Orders

BREMEN

2 packages glassware.....	L Straus & Sons
111 " ".....	Miscellaneous Orders
16 " chinaware.....	Strobel & Wilken Co
1 " earthenware.....	Geo Borgfeldt & Co
39 " ".....	Karl Hutter
40 " ".....	Knauth, Nachod & Kuhne
2 " ".....	Miscellaneous Orders
152 " toys.....	Geo Borgfeldt & Co
164 " ".....	Strobel & Wilken Co
82 " ".....	Miscellaneous Orders

LONDON

13 packages toys.....	Geo Borgfeldt & Co
9 " ".....	Strobel & Wilken Co
4 " ".....	Miscellaneous Orders

GLASGOW

29 packages glassware.....	H A Rogers & Co
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HAVRE

42 packages chinaware.....	Wm Guerin & Co
21 " ".....	Herman C Kupper
14 " ".....	Haviland & Co
2 " ".....	Lazarus & Rosenfeld
7 " ".....	C L Dwenger
1 " ".....	G F Bassett & Co
10 " ".....	Vogt & Dose
15 " ".....	H R Churchill
4 " ".....	L Straus & Sons
18 " ".....	Miscellaneous Orders
148 " glassware.....	E Utard
2 " ".....	Koscherak Bros

LIMOGES

98 packages chinaware.....	Theodore Haviland & Co
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HAMBURG

25 packages glassware.....	Fensterer & Ruhe
17 " ".....	L Straus & Sons
1 " ".....	Geo Borgfeldt & Co
7 " ".....	O O Friedlander
28 " ".....	Lazarus & Rosenfeld
8 " ".....	Samstag & Hilder Bros
104 " ".....	Eimer & Amend
6 " ".....	W R Noe & Sons
8 " ".....	F Bing & Co
6 " ".....	Strobel & Wilken Co
210 " ".....	Miscellaneous Orders
8 " chinaware.....	Bawo & Dotter
47 " ".....	Strobel & Wilken Co
9 " ".....	Miscellaneous Orders
35 " earthenware.....	Bawo & Dotter
2 " ".....	Lazarus & Rosenfeld
10 " ".....	J Palme
5 " ".....	Herman C Kupper
2 " ".....	G F Bassett & Co
8 " ".....	Koscherak Bros
95 " ".....	L Straus & Sons
63 " ".....	L D Bloch & Co
14 " ".....	J Wygand & Co
253 " ".....	Miscellaneous Orders
26 " toys.....	B Illfelder
34 " ".....	Bawo & Dotter
51 " ".....	Strobel & Wilken Co
208 " ".....	Miscellaneous Orders

LIVERPOOL

18 packages earthenware.....	W S Pitcairn
6 " ".....	L Straus & Sons
30 " ".....	Maddock & Miller
9 " ".....	G F Bassett & Co
7 " ".....	The Rowland & Marsellus Co
11 " ".....	Meakin & Ridgway
3 " ".....	H C Edmiston
8 " ".....	Bawo & Dotter
3 " ".....	Ed Butler
14 " ".....	R Slimmon & Co
5 " ".....	W H Plummer
18 " ".....	Geo Borgfeldt & Co
4 " ".....	Fondeville & Van Iderstine
9 " ".....	E Boote
47 " ".....	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

11 packages earthenware.....	Jones, McDuffee & Stratton Co
4 " ".....	Richard Briggs & Co
8 " ".....	W N Proctor & Co
9 " ".....	American Express Co

HAMBURG

25 packages earthenware.....	Jones, McDuffee & Stratton Co
1 " ".....	L E Kn tt Apparatus Co
65 " ".....	First National Bank
6 " ".....	R F Downing & Co
14 " ".....	Patterson Wyld & Co
15 " ".....	Geo Borgfeldt & Co
50 " ".....	F W Woolworth
1 " ".....	B Illfelder & Co
2 " ".....	Lazarus & Rosenfeld
4 " ".....	E A Runnells & Co
10 " ".....	Ocean ransit Co
25 " ".....	National Despatch Co
83 " ".....	American Express Co
8 " ".....	Stone & Downer Co
4 " ".....	Bawo & Dotter
20 " ".....	B D Webber
18 " ".....	L Wolf & Co
75 " ".....	Miscellaneous Orders

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 8, 1912

IT is axiomatic that there is as much news in the advertisements a periodical carries as is contained in its reading columns. It follows, therefore, that the CROCKERY AND GLASS JOURNAL must be an exceedingly newsy paper, for it has the announcements of nearly every representative house in the District. Just look over the index and see how many there are, and who they are. And this in a regular edition with no "special" features used as an inducement.

WHY BUY IN EUROPE?

ABOUT this time every year there is an exodus of European buyers. What they go for they probably know; yet it seems as if, with a few exceptions, a lot of time and money are wasted. The New York importers show all the dinner ware samples, and, excepting high-priced bronzes, marbles and bric-a-brac, carry enough in the fancy goods line to satisfy the average buyer. Possibly a few really good things can be picked up, but the buyer has to pay a fancy price for them. As a rule the importer can sell much cheaper than the European merchant or manufacturer will sell to department or retail buyers.

If the traveling expenses and salaries for extra time taken by buyers were added to the cost of goods bought abroad they would find them pretty costly. More than that, it has been proven by experience that most buyers overbuy when abroad, either because they have to take quantities to get prices

(which are high even then) or because the ware appeals to them strongly.

PERSONAL.

THE wedding of Miss Jessie May Woolworth, daughter of Mr. and Mrs. Frank W. Woolworth, to James Paul Donahue, took place Feb. 1 at the residence of the bride's parents, 990 Fifth avenue. A reception for relatives and intimate friends followed the ceremony, after which Mr. and Mrs. Donahue left on a two months' bridal trip which will extend through Canada to California. Upon their return they will reside in this city



Thos. Gill, formerly with Mandel Bros., Chicago, is now with Lipman, Wolf & Co., Portland, Ore. He is in New York buying, but will leave for Europe very shortly. His headquarters are at 100 Fifth avenue. He will sail on the Kronprinz Wilhelm Tuesday next to buy high grade pottery, bronzes, marbles and bric-a-brac. On his return about the end of May he will open a new art department, where he will carry plates, teas, bouillons, etc., but no regular dinnerware.



George S. Brush made a flying trip to the city this week in the interest of his new organization, the Brush-McCoy Pottery Co., Zanesville, O. He is feeling very chipper about his new lines, which are going very well. The shipping facilities of his factory are excellent. There are seven different railroad lines over which they can operate, besides a navigable river.



Emil Bronnum, of the Royal Copenhagen Porcelain Co., will arrive in the city about the 18th inst. to care for the import orders of the concern.



A. A. Bean spent Thursday and Friday in Philadelphia with samples of the Laurel Cut Glass Co. and took a lot of orders.



Frank H. Vaughn of Boston is pending a few days in New York after a trip to Pittsburgh and the factory of the Brush-McCoy Pottery Co., Zanesville, O. He reports the volume of business done in Pittsburgh more than double what it was last year. The new lines, especially the "Woodland," found special favor with buyers.



F. G. Coover has resigned as buyer and manager for Miller & Paine, Lincoln, Neb., to take effect in the near future as soon as his successor is appointed. In the four years he was with them he was able to more

than double previous sales records and to line up the department in good shape, specializing in particular on dinnerware, cut glass, white china and decorating materials and brass wares. He leaves to devote his entire time to his gold letter and china design and material business.



E. B. Dickinson, who spent last week in Boston, returned to his office in this city on Monday.



Theo. Jones, of the Jones, McDuffee & Stratton Co., Boston, is in town this week to attend the convention at the Holland House.



M. K. Lindner, with the Dohrmann Commercial Co., has arrived home from San Francisco. The air on the Pacific Coast evidently agreed with him, for he looks fine.



S. E. Duncan, with the Peaslee-Gaulbert Co., Louisville, Ky., was in New York from Saturday to Monday. He underwent an operation for appendicitis in December, and went South to recuperate. He sailed from New Orleans for this city, went immediately to Paterson, N. J., to visit his mother, and returned to Louisville Tuesday night.



R. E. L. Wells, with L. Straus & Sons, and incidentally president of the Salesmen's Association, who has been on a visiting tour in the Far West and South, is back home after a pleasant and profitable trip.



Harry S. Clarke, with Robt. Slimmon & Co., came home from the West on Tuesday and will remain in New York during the import season.



Winslow Goodwin, of the Goodwin & Kintz Co., was in town this week. He says that they have ready a fine assortment of new designs, and anyone wishing their catalogue may have it by applying at headquarters, Winsted, Conn.



Fred A. Hess has resigned his position in Goodwin & Kintz Co.'s New York office. Robert R. Grenelle has been appointed manager and will have associated with him as salesman Henry Meyer, who was recently with the Iden Co.



Chas. D. Pearson, of Indianapolis, arrived on Monday and is at the Imperial. Speaking of the JOURNAL's Holiday Number, he said he considered it the finest periodical of its kind ever published, and added that it had been used as a text-book in one of the public schools of Cleveland for the past ten years. One of his salesman, P. R. Clark, has a sister who is

a school principal in that city, and after the paper has been read in the store Mr. Clark sends it to her and she reads extracts from it to her pupils.



Walter E. Knowles, with the Pouyat branch of Guerin & Co., suffered a bereavement in the loss of his brother, Fred R. M. Knowles, who died this week. "Fred" Knowles was well known in base ball circles, having been secretary and treasurer for the New Yorks (the Giants) for many years. He was only forty-three years old, and broke down from overwork.



Jefferson Warner, with the Hali China Co., East Liverpool, is laid up sick at home, and an operation is feared.



W. A. B. Dalzell, president of the Fostoria Glass Co., spent Wednesday in New York en route to Boston to attend the funeral of H. T. Edwards, their New England representative.



Geo. Dorn, of San Francisco, who has been spending a week in New York, left for home Tuesday night.



O. W. Eckland, of the Central Cut Glass Co., Chicago, who is showing his lines at the Grand Hotel, says that in 1911 his company paid a dividend of thirty-eight per cent. on \$100,000 capital.



Carl Leisler, china buyer for the Alms & Doepke Co., Cincinnati, sailed Tuesday on the "Federich de Grosse" for Europe. W. C. Lynch and his wife were on the dock to bid him farewell on his first foreign buying trip.

A DREAM COME TRUE?

HERE'S an interesting bit of news. C. N. Hooper, of Dubuque, Ia., a "manufacturing expert and technologist," has been in communication with the Macomb (Ga.) Industrial Commercial Association and has written that his factory is looking for a town that will take enough common stock to assist in creating a corporation. A subscription of \$50,000 is necessary for the plant and another \$50,000 for the beginning of the business.

Mr. Hooper claims that he has solved the seconds and culls problem in all its details, which, with his new equipment and new methods, revolutionizes the business. He says he has demonstrated in a plant in operation that he can produce white ware with less than five per cent. loss in seconds and culls, while his

competitors are compelled to sell fifty per cent. of their ware at a smaller price than their selected ware.

[If Mr. Hooper can do this he can sell his secret and roll in wealth for the rest of his life without bothering to start a new pottery.—ED.]

TRADE TIPS.

AT Chester, W. Va., A. O. C. Ahrendts, who for a number of years has been in charge of credits at the William Brunt Pottery, East Liverpool, will open a five and ten cent store. He owns a similar store in Cambridge, O.

Hollis, Okla.—The Spooner Hardware Co., formed with \$20,000 capital, wants catalogues of domestic pottery and glassware.

Norton, Va.—P. F. Hurt, of the Litton & Hurt Co., has sold out to his partner. Catalogues and price lists of pottery and glass are wanted.

Port Lavaca, Tex.—Paul Paulson wants catalogues and prices on glassware and pottery.

Amarillo, Tex.—Proof has been filed by the Lyles-Tulloss Co. of the final payment of stock subscriptions. This is a new company and will handle pottery and glassware on an extensive scale.

Berea, Ky.—Catalogues of pottery and glassware are wanted by J. D. Clarkson, who has bought out William Isaacs

Cedar Vale, Kan.—A new store is being built for the Central Hardware Co. Large stocks of pottery and glassware will be carried.

Boston, Mass.—Samuel Berman, Inc., want prices from manufacturers on close-outs, job lots, seconds and discarded patterns in pottery and glass.

Columbia, Tenn.—Cobbins & Ewing, whose store was destroyed by fire several months ago, have resumed business in their new building. Extensive lines of domestic pottery are being installed.

Wingate, Ind.—Domestic pottery and glassware are being carried in large stocks by W. A. Moon, who has recently sold an interest in his business to Clarence Hatton. The business will be conducted under the name of Moon & Hatton.

Cottonwood, Idaho—John Hoene will occupy a new store within three months. Glassware will be carried, and it is possible an up-to-date line of pottery will be also carried.

Cambridge, Wis.—Catalogues of glassware, lamps

and pottery are sought by the Cambridge Hardware Co., which has just been formed with \$10,000 capital stock.

Safford, Ariz.—J. M. Wilson has bought control of the Olney Hardware Co. He will continue to handle pottery and glassware.

Brewton, Ala.—The Luttrell Hardware Co., wholesale and retail, is erecting a three-story business block for its own use. Pottery and glassware are to be carried.

A South American merchant requests to be put in touch with firms in the United States manufacturing fancy glassware, such as vases, flower holders, etc., without any metal ornaments. Only glass goods are wanted. Address Bureau of Manufactures, Washington, D. C. and refer to File No. 7,898.

East Liverpool.—The stock of H. Newman & Son was bought last week from the trustee in bankruptcy by Julius Goetz, of Wellsville, O., for \$1,550. It was appraised at \$2,000.

Wellington, Tex.—Hamilton Hardware and Implement Co., just incorporated with \$10,000 capital to do a retail business, will handle crockery and glassware. Manufacturers are asked to forward catalogues.

Ennis, Tex.—The Blakey-Clark Hardware Co., \$50,000 capital, will handle lamps, glassware and pottery.

Bloomington, Ind.—A wholesale and retail business will be done by the Davis Hardware Co., recently formed with \$25,000 capital. Silverware, china and glassware will be carried in good stocks.

Madill, Okla.—The Vittitoe-Rabon-Ross Co. has been formed here with \$35,000 capital. Glassware and pottery will be handled.

Villa Grove, Ill.—Beck & Arnold have opened a general store here and are handling pottery and glassware. Catalogues are wanted.

Edna, Kan.—Lackey & Swope have taken over the Silcott store and will handle crockery and glassware.

Stamford, Tex.—The D. O. McRimmon Mercantile Co. has sold its business to S. F. Hackney & Sons. Catalogues of pottery and glassware are wanted.

Pembroke, Ky.—As soon as the damage caused by fire can be repaired, the McCauley Hardware Co., will resume business. Glassware and pottery are handled.

A BUNCH OF BARKS.

HARK! hark! the salesmen bark:
 "The buyers are coming to town.
 Some want glass and some want brass,
 But all want prices down."

Hark! hark! the buyers bark:
 "The salesmen are seeking our town.
 See their stuff, but make a bluff,
 And cut the price way down."

Hark! hark! the salesman bark:
 "Samples! there never were such!
 Cost you more? Sure! Don't be sore!
 Take your bid? Not much!"

Hark! hark! the buyers bark:
 "Your prices are out of sight.
 Buy a drink and try to think
 How can you make them right."

Hark! hark! the merchants bark
 (For confirmed the order must be):
 "Lots too much of patterns such.
 Divide amount by three!"

Hark! hark! the makers bark:
 "This price will never do.
 Heavens above! Can't work for love.
 Multiply that by two!"

Hark! hark! hear the bunch bark!
 There's always a kick, by heck!
 End of all, spring and fall,
 Salesmen hit in the neck.

ON THE PACIFIC COAST.

JANUARY has been a good month for the crockery and glass trade in and around San Francisco. During the whole latter half of last year wholesale buying was done cautiously and conservatively and for the most part in limited lots, filling-in orders making up a large part even of the holiday buying. Beginning with the new year, however, merchants began stocking up heavily. Retailers are doing a steady, substantial business.

B. F. Heastand returned the first of the week from a southern trip and reports that the new lines of the Edwin M. Knowles China Co. took very nicely.

Leo Himmelstern, of Himmelstern Bros., made his appearance at 718 Mission street on the 30th after a three-months' buying trip in Germany, France and Italy. He is looking fine.

Mr. Cronemeyer, representing Bawo & Dotter, is due here about the middle of February. He will stop over in Denver on his way out.

A. B. C. Dohrman, of the Dohrman Commercial Co., is again in town after a short business trip to Los Angeles.

F. M. Dunn, local manager for the United States Glass Co., has just returned from a trip through

Oregon and Washington, where he reports the new tableware patterns of this company met with a large sale. J. F. Stirk, representative in Los Angeles, reports a thoroughly satisfactory business there.

Geo. A. Boomer, local representative of the Plume & Atwood Mfg. Co., is making his usual trip through the southern part of the State, but is expected to return to San Francisco before many days.

Mrs. Levy is now showing an excellent array of china and glass at her store on Polk street and reports that she is working up a very desirable trade.

The Fostoria Glass Co. has added to its local force Frank Heastand, son of B. F. Heastand, who will assist his father in the coast management of the company's interests.

While in the southern part of the State this month, H. J. Gute, territorial vice-president of the Pottery, Glass and Brass Salesmen's Association, gave a series of talks on salesmanship at the various department stores in Los Angeles. He advised salesmen to learn the intrinsic worth of their goods, to find out wherein they differed from other similar lines, and after realizing the strong points to enlarge upon them. Much interest was manifested in his methods, and by time he left he was having a gathering of forty or fifty salesmen to listen to his talks and ask questions when he finished.

WONDERFUL CHINESE IVORIES.

THERE has recently arrived in this city a collection of old Chinese ivory carvings which reveal anew the superiority of the Chinese as artists as compared with the clever, dextrous, but infinitely less august, work of the artists of Japan. It took the larger part of the Western world a long time to perceive it, except in respect of porcelains, but it has been borne in upon students of the arts more and more as they pursued their studies that China was where Japan never has been. Japan, with her complicated intricacies, still uses the miniature of expression; the Chinaman towers, even when his proportions are restricted. As in his paintings, his porcelains, his potteries and his bronzes and also his textiles, he has remained the master, whose pupil did not better him even unto the generations. And so these carvings, even if not important in themselves, reveal in their limited terms, it seems, a bigger conception, represented in simpler but not less sure line, even though they be done in tusks less precious than the elephant's.

Some are figures of Eastern sages, and the very curve of the tusk has been caused to lend itself, in place of the artificial line of the bended Oriental as he is pictured in his native art, to the sense of dig-

nity and beauty which avoids a straight line where possible. Their mellowed tone is said to be in part due to the incense of the temples—would they once have been called idols in the days when a not irreverent Western artist felt called upon to rebuke a bigoted brother with the words, as he showed him a great Chinese work of art: "See, man; this was done long ago, long ago, by a heathen; an artist who did not believe in God"? Some have been at one time ornamented with lacquer, which lingers to pique curiosity in the folds of their robes.

A TRIBUTE TO E. OFFNER.

NEW ORLEANS Feb. 3.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir: News of the death of Mr. Ephraim Offner, the pioneer china and glass merchant of New Orleans and the South, has been received by the traveling salesmen whose pleasure it has been to serve him for few or many years, with profound sorrow. No buyer ever endeared himself to the boys more thoroughly than the deceased. His ever-welcoming smile and cheerful greeting were among the pleasant anticipations of a visit to New Orleans. He was always courteous and kind, and showed unusual consideration for the comforts and conveniences of those who had the pleasure of showing lines in which he was interested. In the passing away of our friend, we who knew him best have suffered an irreparable loss. Mr. Offner was engaged in the china and glass business in New Orleans for almost fifty years, and was loved and respected by all who had the pleasure of coming in contact with him.

M. C. TREIBER (K. T. & K. Co.)

O. C. BUGH (Libbey Glass Co.)

C. G. TAYLOR (C. C. Thompson Pottery Co.)

W. H. DUVAL (Bryce Bros. Co.)

ANOTHER BIG DEPARTMENT STORE?

A LARGE department store may soon occupy the site at the northwest corner of Thirty-sixth street and Broadway, on which is the Hotel Marlborough. It was learned Monday that the Cross Town Realty Co., which purchased the property last week, is a real estate corporation formed by Snellenberg & Co., Philadelphia, to hold title to the premises.

Snellenberg & Co. planned some years ago to engage in business in this city, and with the hostelry site free and clear of leases in the near future they will be able to carry out their plans much sooner than they expected. For the present, while their project is being perfected, the building will be altered on the ground floor into little stores occupying almost the entire Broadway frontage. The hotel will occupy the floors above the stores. Agents were authorized to find tenants for the proposed stores for a ten-year term. According to the latest report

this rental period may be considerably shortened, as Snellenberg & Co. are said to be contemplating opening business here within a few years.

LEAP YEAR CROCKERY.

THE Commercial Hotel at Mulberry, Mo., has a bewitched plate, according to the Lamar "Daily Democrat." In the last two years more than a dozen persons who have eaten from this plate have been married. The proprietor has to keep a watchful eye on it to keep old maids from appropriating it for their own use.

THE EIGHT-FOOT SHEET.

SOME years ago the commercial traveling men—we think they were really at the bottom of the agitation—started a propaganda of Better Bedclothes in all the hotels throughout the length and breadth of the land. A Boston drummer may have conceived the idea first; at all events, the slogan of Better Bedclothes became popular, and all the innkeepers heard the sound of the shouting and some of them pretended, in varying degrees, to respond to it by providing beds which could be slept in and bedclothes enough to keep the sleeper warm. But there were enough reactionaries in the interior districts who sturdily defended the old landmarks of hour-glass stoves in the barroom, the beds of the original house-furnishing, the roller towel and similar old habits of their vanished youth, to stir up a real fighting spirit. The result was that bills were introduced into the legislatures of several States compelling innkeepers to furnish "proper and suitable" accommodations for travelers, and the fight narrowed down, in most cases, to a specific demand for bed sheets long enough to tuck in at the bottom of the bed and yet cover the sleeper to his chin or thereabouts. In the State of Virginia, for instance, a law was passed requiring hotels to furnish bed sheets at least eight feet long. This law has just been declared unconstitutional by Police Justice Duncan, in Norfolk, before whom a test prosecution was brought. The report adds that the State has appealed from the decision.

The question is interesting, says the "Evening Sun," but no more so, perhaps, than many other cognate problems in which the truly conservative may imagine a smack of Socialism. The travelers may urge that they are caught in the great economic machinery of the country [and compelled to travel; that as civilized men their health will suffer if they are compelled to sleep in uncivilized beds; that a bed whose sheet begins too late and stops too early is an uncivilized piece of housefurnishing, and that they

can demand the protection of the law, since their demand is reasonable, and they are not able to forswear "the road." The rural tavern-keeper, on his side, will naturally rejoin that the traveling man expects the comforts only suitable for Heliogabalus at a per diem rate of compensation which would have brought bankruptcy throughout all Sparta. There is something to be said for the innkeeper; but probably not much.

The decision of the higher court will be awaited with interest in other States than Virginia, where similar laws have been laid upon the hotel-keepers. The concentration of the travelers' unrest upon a demand for extra long sheets was a skillful bit of work; every mind's eye can see the picture of the luckless drummer in bed, his unfortunate ten toes fluttering like two flocks of birds against the bars of the bed-foot; every soul can sympathize with the shivers which chill his frame during cold nights in high latitudes, far from the simple yet sufficient comforts of home. Not even an abundance of blankets can quite make up for the abbreviated sheet, and a long experience of such cold hospitality is enough to turn anybody's thoughts toward Socialism, if indeed Socialism holds its cure. For the commercial traveler is a poor lone critter; he has no wife with him to hear his complaints and join in the chorus of his anger; he must fight the landlord on his own account and cannot make his wife's comfort the excuse of his demands for extra and longer bedclothes. At home, he may accuse his spouse of demanding the lion's share of comfort; he may even rehearse the familiar strains of that lovely Swinburnian lyric:

There! take the blanket, take the sheet,
That's right—be mean—
But do not touch me with your feet
Of ice, Frostine!

But on the road the traveling man is alone and must fight for his own existence. The memory of home with its snug bedroom only makes him the more exasperated with the skimpy bed linen and dingy blankets of "the road." It is small wonder that he rebelled, and it wouldn't be strange if the Court of Appeals in Virginia upheld his main contention.

BUSINESS BRIEFS.

J. W. Oliver, State Centre, Ia., has sold out the Bargain Store to A. D. Adams.

The New York five and ten cent store at Sheldon, Ia., has been closed by the sheriff.

H. B. Mann has purchased the stock of G. G. Allen in the cash variety store at Belle Plaine, Ia.

A petition has been filed against the Continental Art Glass and Brass Co., manufacturers of brass fix-

tures and dome shades, 22 Howard street, this city, by these creditors: W. E. Sack, \$600; Herman Greenblatt, \$270, and Max Schaffer Company, \$150. The assets are stated to be \$7,000.

AT BOSTON.

THE Boston agent of the Buffalo Cut Glass Co., John W. Power, has installed new fixtures in his Boston showroom, the more fittingly to receive the complete new lines of this company, just arrived. Mr. Power has returned from a trip through the Berkshires.

The Knott & Heald Co., dealers in gas and electric portables, have opened new showrooms at 290 Devonshire street.

W. L. Young, representing Smith-Phillips China Co., East Liverpool, is featuring the "Princess" dinner service here this week.

A. A. Vantine & Co., Boylston street, are conducting a "one-third off" sale of dinnerware with gold and emerald decorations. Their window display is very attractive.

Louis Cruveilher, representing L. Bernardaud & Co., Limoges, is expected in town this week.

Visiting salesmen at Young's this week include "Abe" Hays, with the Cook Pottery Co., and James Uniack, representing the Hunt Cut Glass Co.

Mr. Tucker, of Chase & Francis, is covering Connecticut territory this week. "Genial Joe" Pindar, of this firm, momentarily expects the arrival of "Big Jim" Deens, of the D. E. McNicol Pottery Co., East Liverpool.

The Roseville Pottery Co., Zanesville, has closed its Boston office. It is understood that Chas. M. Acher, Boston agent, than whom none is more popular among the trade, will travel on the road. William R. Clafin will occupy their offices at 41 Pearl street, which have been entirely remodeled.

Fred. O. Shattuck, representing Geo. F. Bassett & Co., New York, will sojourn at Young's, beginning February 5.

A. C. Hanes, representing C. Dorflinger & Sons, New York, will locate at the Parker House from February 11 to 17.

The Wardwell Emery Co., conducting a large department store at Waterville, Me., which was entirely destroyed by fire December 27, has resumed business

in new quarters Their buyers have been purchasing new goods in large lots.

Justin Tharaud, representing Maddock & Miller, New York, will show the latest effects in Chateau china when he arrives next week. Harry P. Muirheid is also expected next week.

M. H. Cohen, proprietor of the largest North End china and glassware store, 296 Hanover street, opened a new hardware and kitchen furnishing emporium last Saturday.

E. Roy Pierce, president of the A. H. Hews & Co. Pottery, left Monday for a recuperative trip to Florida, where he will remain for a month.

Ed. E. Wilgus, representing the Buffalo Pottery Co., is expected in town next week.

F. E. Carlisle, of North Adams and Amsterdam, N. Y., has purchased the business of George A. Graves & Sons, Springfield, Mass. Harry C. Cullord remains with the firm.

Graham & Zenger's representative, J. E. Plummer, will make his headquarters at Young's next week.

The Central Hardware Co., Central Falls, R. I., has incorporated for \$25,000. Kitchen furnishings will be carried.

Edward M. Ross, of 45 Barclay street, New York, will be in town next week.

Visiting buyers this week: Mr. Fuller, of the J. B. Faire Dry Goods Co., New Bedford; Mr. Laviska, with P. B. Magrane, Lynn; G. L. Desnulier, Woonscocket, R. I.; T. E. Lemieux, Berlin, N. H.; Mr. Lougee, of the Lougee-Robinson Co., Laconia, N. H.; George F. Scott, Clinton; James E. Hogan, with Shartenberg & Robinson, Pawtucket, R. I.; William H. Rudderham, with Almy, Bigelow & Washburn, Salem, Beverly branch; Frank H. Dunmore, with the Shepard Co., Providence; G. B. Frazer, Hyannis.

VAGARIES OF LAMP CHIMNEYS

THE wisest glass man is put to it to account reasonably for the fashion in which lamp chimneys will snap at untoward times. It seems absurd to attribute it to geological formation of the ground, but it is a fact that in one house, built on easily vibrating, made ground, the student lamp chimneys would crack

loudly in the middle of the morning when the trolley car came around the street corner, half a block away. They were of the best make obtainable, and when the dealer was appealed to he said the same thing happened in the store, where the chimneys stood on the shelves, quite without pressure from burners at the base.

The little, slender student lamp chimneys seem the more liable to this sort of accident, and when they have "the habit" it pays to buy them by the half dozen or dozen, thereby getting them at a reduction. Then put them on the fire in a big kettle of cold water and bring it to a boil. The water should cool with the chimneys in it. After this wash and lay them away on a shelf, each wrapped in soft tissue paper. This treatment toughens the glass, and a clean chimney is always ready in case of emergency.

Not every young housewife knows that a lamp chimney washed in soapy water will never look clean. Held under clear running hot water and wiped quickly and thoroughly, there will be no cloudiness when it is lighted. Soft old cheesecloth or silkoline makes the most perfect cloth for drying lamp chimneys, and generous pieces should be kept for that use alone.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Jan. 20, '12	Correspond- ing period 1911	Exports Jan. 1 to Jan. 20, '12	Correspond ing period 1911
Boston	191	209	354	585
New York	118	179	399	733
Baltimore	105	97	429	504
Philadelphia	178	55	239	263
New Orleans	3	53	32	120
Newport News . . . . .	....	4	29	4
San Francisco	3	....	51	18
Portland (Me.)	25	125	110	267
Galveston	24	167	24	317
Portland (Or.) . . . . .	....	....	8	....
Inland Points	8	16	36	47
Total	655	905	1711	2858

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

to	Shipments week end'g Jan. 20, '12	Correspond- ing period 1911	Exports Jan. 1 to Jan. 20, '12	Correspond ing period 1911
New York	109	113	481	651
Boston	191	209	354	512
Philadelphia	178	55	239	299
Baltimore	105	97	429	504
San Francisco	3	....	51	18
New Orleans	3	53	32	120
Portland (Me.)	25	42	110	184
Galveston	24	167	24	317
Newport News . . . . .	....	4	29	4
Portland (Or.) . . . . .	....	....	8	....
Inland Points	15	16	36	47
Total	653	756	1793	2656

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. Official announcement is made that jellies and third-pint tumblers will advance about ten per cent March 1.

This is in keeping with the rule of previous seasons, and the list will very likely remain at the new level until late in the fall or until the end of the fruit season. On staple lines, prices are about the same, and it is common talk in the district that never was there such a firm market as prevailed during the before glass show in this city. Immediate shipments are of a character which warrants manufacturers in believing that retail stocks are short, and that both jobbers and dealers are in urgent need of goods.

L. E. Smith, who has become associated with the Keystone lines of the Westmoreland Specialty Co., left this city for his Chicago office immediately after the Pittsburgh exhibit closed. The full lines are being shown by Mr. Smith, who has completely severed his former connection with the L. E. Smith Glass Co., of Mt. Pleasant, Pa.

Harry B. Whitney, who has been identified with the lamp department of the Phoenix Glass Co. for the last seventeen years as Western salesman, may hereafter make his headquarters in the New York office and work the Eastern trade. Mr. Whitney, who has been a resident of Buffalo for many years, may transfer his residence to New York city at an early date.

Two of the most notable specialties shown here during the January exhibit were the Higbee Sanitary Bottle and the flicker light shown by the Phoenix Glass Co. Both had large sales.

All factories of the Pittsburgh Lamp, Brass and Glass Co. have been placed in operation and are being worked in full in all departments. The company plans to show a number of new effects in lamps at an early date, and work on these is progressing rapidly.

The United States Glass Co. is showing the largest line of display jars ever assembled by one factory, no less than fifteen designs being made.

The now famous "Sanitary" line of jars of this concern have had an exceptionally good run since they were placed before the trade; and as they are admitted by buyers to be all that is claimed for them, the demand is of course growing. The display jar business of this company is the largest in the country.

Among the buyers in the district since last issue were the following:

Arthur F. Pohlman, with Joslyn Dry Goods Co., Denver.

Mr. Prael, of Prael-Hegele Co., Portland, Ore.

Walter Elms, with Broadway Dept. Store, Los Angeles.

Edward Sohm, accompanied by his son, of Sohm, Ricker & Weisenhorn, Quincy, Ill.

Mr. Loengard, with M. Sellers & Co., Portland, Ore.

Mr. Stilcke, of Yonger & Stilcke Co., Milwaukee.

Mr. Moulter, of C. H. Little & Co., Freeport, Ill.

Charles Becker, of Becker, Hazelton Co., Dubuque, Iowa.

The Duncan & Miller Glass Co. is showing a new creation in a cheese and sandwich plate. The footed cheese-holder sets within its own ring on the plate, and around its base the sandwiches are placed. Joseph Rent, who was at the Pittsburgh exhibit, is now out on the road, as is also Albert A. Graeser. Walter B. Lindsay will open in St. Louis at once.

The Krakno Glass Co. are displaying through S. F. Elkins a new idea in gas shades called the "Roman Ice" line. The design is made in the "ice" and then treated by hand. A number of exclusive cuttings in ceiling bowls have also just been brought out.

The most recent creation of the Ripley Glass Co. is a ground-in lid or stopper for a new line of provision jars, thus doing away with the usual rubber ring. The lid fits air-tight. The jar is made in five sizes, and has an extended shoulder by which a person may lift it instead of grabbing it with both hands on the sides. A W. Frank has started on his Western trip for this company.

The new "Koral" glass used in souvenir specialties by the Oriental Glass Co. is much whiter than

opal, being a light milk or china color. There are twelve items in the new line.

Business with the Phoenix Glass Co. has shown a decided improvement during the past month. Orders have been exceptionally liberal, and jobbers in almost every instance have asked for immediate shipments. All plants of the Phoenix are in operation.



At the annual meeting of the stock-holders of the Enterprise Enamel Co. held recently, reports for the year showed a great increase in business. The old board of directors was re-elected, as follows: William Lipphardt, C. L. Dorer, Chas. Lipphardt, L. F. LaRoche, R. C. Faris, C. M. Wyrich and Louis Lipphardt. Owing to the operation of the new nine-hour law for women, which makes it necessary to employ a larger number of women and girls, and the increase in the volume of business, the company decided to build an addition to the dipping department.



The Dugan Glass Co. had a serious loss by fire shortly after midnight Feb. 4, in their machine shop. The weather was below zero, but strenuous, heroic efforts saved the main buildings in spite of poor water pressure and a high wind. The management state that they will be able to continue operating at full capacity owing to their having duplicate molds, and do not anticipate any serious delay in shipments. The loss is estimated at \$20,000. Fully covered by insurance.

A NEW FIND IN SAND.

THE commercial value of Arkansas sand in the manufacture of glass was effectively demonstrated by J. F. Whitlock, formerly connected with the office of Commissioner of Mines, Manufactures and Agriculture, who was in Little Rock recently with a sample of glass made at Texarkana from sand taken from his land at Whitlock Switch, three miles north of Benton, on the Iron Mountain. This factory operated in Texarkana for eighteen months, getting its sand from the North and East, before being induced by Mr. Whitlock to try sand taken from his sand beds. Mr. Whitlock says that his sand bed is 99 per cent pure silicon, and the sample of glass he had was perfectly clear and transparent, without a single flaw.

This sand lies along the Iron Mountain railway, on the highest point of the road between St. Louis and the Gulf of Mexico. The supply is practically inexhaustible, the tests that have been made showing pure sand to a depth of twenty-five feet. There are more than a million tons in sight, and Mr. Whitlock has just closed a contract to supply the new glassa factory that is being constructed at Shreveport.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china were for the month of November, 1911, compared with the same month in the preceding year, were as follows:

	1910	1911
Great Britain.....	\$229,533	\$213,451
Austria.....	62,467	65,816
France.....	126,907	100,489
Germany.....	498,847	379,109
Japan.....	96,750	103,535
Other Countries.....	27,357	29,291
Other Europe.....		
Total.....	\$1,015,861	\$893,291

FOR ELEVEN MONTHS ENDING NOVEMBER.

	1909	1910	1911
Great Britain...	\$2,496,275	\$2,551,437	\$2,264,732
Austria.....	750,208	674,167	643,423
France.....	1,711,622	1,644,989	1,520,933
Germany.....	3,501,849	4,119,175	4,116,293
Japan.....	1,131,653	1,196,528	1,178,787
Other Countries..	281,927	337,669	330,454
Other Europe..			
Total.....	\$9,845,9	\$10,532,935	\$10,154,622

TOYS

	1910	1911
Germany.....	\$724,972	\$593,430
Other Countries ..	58,252	58,257
Total.....	\$783,254	\$656,787

FOR ELEVEN MONTHS ENDING NOVEMBER.

	1909	1910	1911
Germany.....	\$5,294,010	\$6,491,178	\$6,991,978
Other Countries ..	533,056	728,320	877,774
Total.....	\$5,827,066	\$7,219,498	\$7,870,752

GLASSWARE.

NOVEMBER		FOR ELEVEN MONTHS ENDING NOVEMBER		
1910	1911	1909	1910	1911
\$608,991	\$553,805	\$5,403,177	\$6,715,995	\$5,858,334

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

NOVEMBER		FOR ELEVEN MONTHS ENDING NOVEMBER		
1910	1911	1909	1910	1911
\$59,823	\$48,729	\$767,099	\$782,461	\$862,383

Among the Potteries

East and West

In order to protect their business, **East Liverpool and Vicinity.** and to put an end for all time to come the copying of popular selling dinnerware patterns, several

East Liverpool manufacturers will hereafter have patent papers issued by the Government for all their exclusive treatments. This, by the way, is following the lead already taken by a well-known foreign china concern which has had all its new decorations patented in the United States. The copying of American dinnerware pattern has reached such a point, these manufacturers assert, that this step is absolutely necessary. If all pottery manufacturers would do this the ware of each concern would have an individuality which does not exist at present.

* *

Trouble has come in a lump to President J. R. Warner, of the Warner-Keffer China Co., who has been critically ill. Only a few days ago he lost his mother by death, and his father now lies very low. Mr. Warner is somewhat better at this writing, and hope is entertained of his complete recovery.

* *

Not a potters' supply representative now remains in the First National Bank Building in this city, which was for years the headquarters for the color and "decal" salesmen. Every one has removed to the Potters' Loan and Savings Building. The last to vacate was the Western office of Palm, Fechteler & Co., which is in charge of Albert Pickins.

* *

J. C. Davis, of the Smith-Phillips China Co., opened at Miner's Hotel, St. Louis, this week with the complete line of treatments on the "Princess" dinner shape.

* *

Clarence H. Bauman, general sales manager for the Globe Pottery Co.; Rud. Schylander, in charge of the order department of the same concern; C. W. Bauman, J. N. Larkin, all of this city, and James C. B. Beatty, of the Beatty Pottery and Mfg. Co., Franklin, Ind., have been granted a charter for the Syndicate Perry Mfg. Co., with a nominal capital stock of \$1,000. It is the intention to establish a jobbing warehouse in this city similar to that main-

tained by the Beatty interests in Franklin. Pottery, glass, enameled ware and other specialty lines will be handled.

* *

The Globe Pottery Co. has made a decided improvement in its lines during the last fortnight, and a higher grade of dinnerware decorations is now being shown than ever before. Seven and fifteen piece game and fish sets have just been added in original and exclusive treatments. A line of nine-inch plaques is also being featured.

* *

According to information received here from Cincinnati, the Brockman Pottery Co., of that city, plans to quit manufacturing, and the stock now on hand is being disposed of. The firm has been making white granite ware only.

* *

The Trenle China Co., it is said, plans to make itself an exclusive dinnerware house. The specialty business will be done away with in time.

* *

J. P. Curry started out last week over his territory for the West End Pottery Co.

* *

The Hall China Co. announces that it is having excellent results with its one-firing process, and that a number of its specialty lines are now being successfully produced in this way.

* *

T. A. McNicol, sales manager for the Potters' Co-operative Co., has returned from Chicago and the West, where he spent a week on business.

* *

The demand for the new "Omar" plain edge dinnerware pattern of the Knowles, Taylor & Knowles Co. is exceptionally heavy—in fact, orders have been a little ahead of expectations. It is being shown in a number of clever treatments, and gives promise of being one of the great successes of the year.

* *

J. C. Thompson, treasurer of the Thompson Pottery Co., plans to leave at an early date with his family for a trip to Bermuda.

Among the buyers registered in the local district since last issue were the following:

Mr. Allensworth, of Allensworth & Carnahan, San Antonio, Tex.

Mr. Weller, of Newton, Weller & Wagner, San Antonio, Tex.

Walter Elms, with Broadway Dep't. Store, Los Angeles.

Mr. Becker, of Becker-Hazelton Co., Dubuque, Iowa.

Mr. Moulter, of the C. H. Little Co., Freeport, Ill.

* *

Arthur Hill, who for some years past has been employed at the Newell plant of the Homer Laughlin China Co., has been transferred to the East End plant and is now in charge of the decorating shop at Plant No. 1—a position he held some years ago.

✕

The Great Western Pottery Co. announces that it will add to its kiln capacity in order to take care of its increasing business.

✕

A movement has been started here Kittanning, Pa. to form a local corporation to take over the Cook pottery, which has been closed following the transfer of its business to the Ford City pottery. Local capitalists have become interested, and it is the general opinion that the formation of the company will be accomplished at an early date.

✕

Permission has been asked in behalf Sebring, O. of the minor heirs of the late Charles E. Albright, former mayor of Sebring, who, with three other men, was killed in a grade crossing accident at Beloit, Oct. 14, 1910, to sell an acre of land in Chestnut street, Leetonia, on which is located a small pottery. It is represented that the pottery is useless and the property is only an item of expense in the way of taxes. The children have a three-fourths interest in the property.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

FOR SALE.

BLACK WALNUT SHOWCASE.—We are going to move, so wish to sell this fine showcase—equal to a room. It is about thirty feet long, seven feet wide, and ten feet high, has glass front and top, with glass door at one end and window at the other. A fine case to show special goods and keep them clean. EDWARD MILLER & Co., 80 Warren St., New York.

SEVEN-station Lamson rapid cash carrier system, in good condition, which we offer for immediate sale at less than one-half price. Also two National cash registers for sale at a bargain. SMITH & WINTER, Lock Haven, Pa.

BUSINESS OPPORTUNITY.—Old-established fine china and fine bric-a-brac business for sale, with or without name. Address Box 88, No. 352 Sixth Avenue, New York.

SITUATIONS WANTED.

HOTEL CHINA SALESMAN wanted to handle vitrified hotel china among wholesale buyers. State age, experience in this line, territory acquainted with, salary expected, and give references. THE MAYER CHINA Co., Beaver Falls, Pa.

BUSINESS OPPORTUNITIES.

A MONEY-MAKING plan for you as buyer or saleslady in china store or department. The idea is also profitable for fine firm. For detailed information address Box 791, this office.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

AVENIR LIMOGES CHINA.

F. W. JENKINS & CO.,

24 MURRAY STREET, NEW YORK.

Street Floor.

ORIENTAL GLASS CO

MANUFACTURERS OF

Ruby Stained and Decorated Glassware in Opal, Ivory, Rut Mat and Gold, Crystal Mat and Gold.

COLORS CATALOGUE AND PRICE LIST ON APPLICATION.

Office and Works:

PITTSBURGH PA., U. S. A.

MR. H. S. HUNT

will exhibit at the New Grand Hotel, Room 181, an excellent display of Rich Cut and Engraved Glass from the factory of the

HUNT GLASS COMPANY,

CORNING, N. Y.

From February 12 until March 2.

CROCKERY & GLASS JOURNAL

NEW YORK, FEB. 15, 1912.

THE CONDITION OF BUSINESS.



The business of buying goes on with much animation. The city is full of visitors, the attendance being fully as great as last year. All the regular well-known men are here on time and, with a few notable exceptions, are taking goods freely. Some of the jobbers in certain sections have carried over a little more stock than they would like to have, but as the year opened up remarkably well they feel encouraged. Others of their class report that while the summer and early fall was dull, the holiday came with a rush, and goods were in active demand. From present indications the orders for import goods will be a trifle larger than last year, and those who buy more will exceed those who buy only as much as they did last year. So far, very few or none are buying less.

The department store men will probably be in the market earlier than usual this year. They have been over conservative for the last three years, consequently are short of all kinds of ware, and, if they are to continue the line, must have goods and plenty of them.

The regular dealers, particularly those handling fine goods, are buying very freely, but it notices that they are taking more of the medium-priced ware than of the very highest grade, indicating that they have carried over the most expensive kinds.

In German china the regular staples, such as salads, berry sets, etc., are moving actively. Dinner ware, too, is in good request, and there is a decided improvement in fancy goods, not large as in old times, but sufficiently great to give encouragement.

In French goods the better grades are moving quite well. The demand through all the lines is much better than a year ago, and most of the importers are cheerful over the prospects.

English earthenware is in fair request. Most of the large buyers have already placed orders, as

many new goods were shown in the early fall. Those who wait until the spring to buy are taking about the same last year.

English china is in good and increasing demand. Medium priced ware being shown the preference this season.

American earthenware is very active. There has been a little lull this week, as so many jobbers are in New York looking after foreign goods, but every thing points to a very large trade.

The domestic glass trade is in a very healthy condition. The makers of the best kinds of pressed ware have many orders booked and the demand for blown ware is all that can be expected. Prices rule firm.

Cut glass manufacturers are having a splendid trade. Every grade from the cheapest to the best is wanted. The popularity of this class of goods is steadily increasing, and from every section of the country come reports of a big demand.

The lamp trade is a little quiet just now. The jobbing lines were largely sold last month, and it is little early for the other lines.

Dolls, toys and housefurnishing are moving well, and no complaints are heard. Retail trade is quiet. The weather has undoubtedly had a depressing influence on business, and few women care to brave the excessive cold weather that has cornered the whole country.

The outlook grows brighter as the season advances. One of the signs of returning prosperity lies in the fact that the importations of diamonds has been the greatest in years. Experts who have financial conditions of the country say that the gem imports are an accurate barometer of business prosperity, because the gem trade is the first to feel the effects of poor business and the last to recover from a time of depression.

Pittsburgh and Vicinity.

There has been a little falling off in orders received by glass manufacturers in the immediate vicinity during the last ten days, due to the fact that so many buyers have left their posts and gone to the New York market. All plants are in operation, however, and the outlook for a good month is encouraging, this based on the volume of business booked in December and January for February delivery.

East Liverpool and vicinity.

Potteries in the western district are working about up to normal capacity, although here and there the clay departments are not working full time. Shipments so far this month have exceeded those of last year. Buyers in the district have been scarce. The majority of the salesmen are on the road, and they are forwarding some favorable orders. However, it is admitted that the business of the salesmen would be better if the buyers, were all at home, but they have, in many instances, gone into the New York market.

AT BOSTON.

J. S. DAWES, 19 Pearl street, has received the entire new line of the Westmoreland Specialties Co., Grapeville, Pa., including their 1776 old Colonial, plain and cut, decorated vases, and hand-painted salts and peppers in profusion. This company's output exceeds 3,000 specialties.

J. Frank Hinckley, representing the Hall China Co. and the Potomac Glass Co., has returned from a trip throughout Connecticut territory with pleasing orders.

William R. Claflin has been viewing the Lawrence textile strike from the vantage point of cavalryman, he being a member of Troop A of the Lancers, quartered at the old Y. M. C. A. building.

The office of George W. Beals has received the new sample line of the Quaker City Cut Glass Co. Mr. Beals is expected to return from his southern trip about the first of the month.

Mr. Sanborn, of Burroughs & Sanborn, and Mr. Burroughs, junior, are sojourning in New York city this week.

The Kearney-Race Co. has been incorporated for \$3,000 at Norwood, to manufacture and deal in kitchen furnishings, etc. E. H. Kearney, President, Harry W. Race, Treasurer.

The new buyer for W. & A. Bacon Co., Roxbury,

(housefurnishing department) is L. T. Thayer, formerly with the Erie Dry Goods Co., Erie, Pa.

W. A. B. Dalzell, president of the Fostoria Glass Co., Moundsville, W. Va., was in town this week attending the funeral of H. T. Edwards, their Boston agent.

Mrs. Claudia LeBlanc, of the High Grade Chocolate Co., Hubbardston, Mass., was in town this week selecting crockery and glassware, used extensively as premiums.

The many friends of Arthur G. Richardson, formerly one of the firm of the old crockery house of A. M. Nelson Co., will be glad to be apprised of his complete recovery from his recent illness.

F. D. Stratton has just returned from a trip covering the Pine Tree State.

Robert W. Corey, salesman for the Mitchell, Woodbury Co., left February 8th for an extended Western visit.

Among Boston visitors this week to New York city were Thomas Barker, buyer housefurnishing department, R. H. White Co., and Homer F. Hunt, with Louis Wolf & Co.

Arthur Bean, representing the Laurel Cut Glass Co., Germantown, Pa., was in town last week.

George R. West, president of the Westmoreland Specialties Co., is expected by J. S. Dawes, Boston representative, to arrive in the Hub shortly after Washington's Birthday.

Isidore Green, of Green Bros. Syndicate, conducting stores at Lowell, Haverhill, Augusta and Waterville, was in town this week visiting the Boston coterie.

We understand that Horace and Homer Hunt are now the agents in Boston and New England for the Cambridge Glass Co. succeeding Harry Hollis who has had it for the last year or two.

Visiting buyers include: Mr. St. Louis, with James Edgar Co., Brockton; George Alden, Brockton; T. Joseph Dion, Danielson, Conn.; Waldo B. Whiting, Milford; C. E. Sexton, Hudson; George H. Wiliston, Fall River; Mr. Moore, of Moore Bros., Plymouth; Samuel S. Hartwell, Gloucester; George A. Reedpath, Lynn; Mr. Barrett, with J. Caldwell Co., Lynn; George G. Goulden, with D. M. Read Co., Bridgeport, Conn.; Mike J. Ryan, Bon Marche Dry Goods Co., Lowell; J. W. Sheppard, T. W. Rogers Co., Lynn; Oscar Davis, J. R. Libbey Co., Portland, Me.; Thomas Keller, with Denholm & McKay Co., Worcester; John Coyne, South Wareham; Bernard J. Galligan, of the B. J. Galligan Tea Co., New Bedford; M. P. Alkon, Portsmouth, N. H.

The New York Crocery and Glass District.

On entering Morimura Bros. warerooms one is impressed with the size of the place and the immensity of their display, the variety of the goods shown and the air of activity which pervades the establishment. They are concededly the largest importers of Japanese porcelains in the country, leaving out the multitude of other articles coming from that far away land, such as baskets, ivories, fans, silks, linens, toys, etc. It is a good long walk through the store to the room in the rear where the china which is just now attracting the attention of buyers is displayed. Here is a department arranged in convenient divisions with the very latest productions, and on import only. There are short lines of dinnerware, specialties in cups and saucers, bureau sets, bonbons, and an array of novelties too numerous to mention. There is a wealth of color in decoration, both in native and European styles, white and gold, and white and gold with colored panels. An adoption of Louis Fourteenth style is unique and there are conventional and geometrical designs galore. The basket line is large and complete showing utilitarian and ornamental pieces in the rich dark brown which has become so familiar. So interesting is the entire line that it takes on the character of an exhibit and one finds himself examining the wares as he would in a curio shop.

Fondeville & Van Iderstine are meeting with great success in placing the new lines of French china from Alfred Hache & Co. The line is particularly strong in white and gold decorations and there are some excellent effects where black or floral designs are superimposed on the gold. Besides these there are pretty flower decorations and many geometrical designs.

Herman C. Kupper shows many new pieces from Schierholz both in useful and ornamental articles. The figures are marvels of sculpturing, every detail of the human form being depicted with great accuracy, even on a small article the finger nails are as distinct as on the living creatures. The faces are as perfect as though carved from marble and when

shown in white closely resemble that stone. Where colored, the shadings are exquisite. The basket ware is very beautiful, just as much care being exercised in the workmanship as on the figure pieces.

A jobber looking over Vogt & Dose's line of import samples last week said to Mr. Freese, "Harry, these are elegant values." This sounded the keynote of their business, good values with an excellent assortment of medium-class goods. Besides the lines of dinnerware they have low priced lines of fancy articles for jobbing purposes such as pin trays, etc. Tea, breakfast chocolate, after-dinner coffee sets, boudoir, and baby bath sets as well as sherbert sets and smoker sets in great variety.

Maddock & Miller have a good assortment put up in crates in the well-known Allerton English earthenware dinner services. One very popular decoration, in fact a standard old classic, is the old "Stockholm," which finds much favor among buyers. Just now when the summer cottage trade has to be considered buyers will do well to include this pattern in their list of open stock patterns. There are other decorations too, of this make that are carried in stock, which are attractive. Blue seems to be popular, and Maddock & Miller have a good assortment of patterns in blues of various tones.

I. Bernardand & Co. are showing what is without doubt the most radical departure this year in Limoges dinner ware that they have ever made. It is known as the "Chantilly" style. It is in imitation of Korean china, the first of which was made under the direction of Louis-Henri, Prince De Conde, a great collector of china, and it was from specimens that he collected that the first Chantilly china was decorated. The colors used in the decorations are harmonious and with a delicate effort. The designs are naturally oriental, having beautiful birds of gorgeous plumage. Korean men and women in their quaint costumes, as subjects. Also tulips, cherry blossoms and willow trees are used with excellent

effect, but the most striking and withal attractive is the cat used in different poses and colors. This is something entirely different to the usual run of decoration.

Samples of Jones, McDuffee & Stratton's wares are on exhibition at suites Nos. 56 and 60, New Grand Hotel. James P. Gordon, who is in charge, shows the new "Pontracina" dinnerware, which is a pronounced success. The shape is plain and artistic in its outline while the decoration is of silver grey of the border type and is under glaze. This style of decoration was very popular twenty years ago and is now very much sought after. The rest of the display is very attractive.

Leo Frank, until recently of the late firm of Frank & DeKeyser, has formed a company known as Frank & Co., who have temporary quarters at 32 Park Place. The new firm is doing a lively business and everything is going smoothly. The warerooms are replete with an entirely new stock. Frank & Co. are prepared to meet their friends and take proper care of their orders, either stock or import. Albert Rothschild, who is the sales manager, is highly gratified with the way his friends throughout the country are giving him their support. Mr. Frank has been in the business for nearly twenty-five years, and is well qualified to look after the interests of his customers, and take care of the largest contracts. The staff from the office and warehouse of the old concern are now in his employ.

Thos. G. Jones is showing a delightful array of new goods from the Economy Tumbler Co. The decorations are of the new, double process, deep plate etching, and consists of four designs having the Iris, poppy, acorn and Japanese lily for motifs. All artistically conceived, and cleverly carried out, on a complete line of blown table glassware. In addition there are many excellent ornamental special pieces such as vases, comports, puffboxes, bonbons and berry sets.

I. De Keyser & Co., at 33 Park Place, are showing complete lines of hotel supplies and department store goods. Among the lines are genuine Sarreguemines brown and white ware, Bohemian cut glass novelties, French fireproof brown and white ware, all white aluminite ware, papier mache goods and bathroom fixtures. All these goods are kept in stock and can be supplied on demand at short notice. I. De Keyser, the head of the firm, started as an errand boy for Geo. F. Bassett & Co. at three dollars a week salary, and after much hard work and energy has succeeded in working his way up in the world. His last move toward success has been to purchase the entire business of his recent partner, and he is now doing a large business. He has attained his present

position rising step by step without the assistance of anyone, or borrowing one dollar.

Ferdinand Bing & Co. always have large and wonderfully well-chosen lines of electroliers, bronzes, marbles and fine potteries, but this year they have so many more beautiful things that all that has gone before is as but a drop in the bucket. In electroliers there are new features that are absolutely impossible to describe. Their marbles are numerous and beautiful, showing combinations of white and color, new and attractive. They have a lovely display of Dresden china, including many pieces in basket effects and a line of Della Robbia showing copies of Donatella that are much out of the ordinary. Some of the faces seem almost alive.

The Brush-McCoy Pottery Co. has just issued a very complete and comprehensive catalogue of all their lives, printed in colors. The illustrations comprise art and glazed jardinières, pedestals, umbrella stands, cuspidors in the well-known "Green-on-Ivory" utility ware. Their "Whitestone" and "Flemish Blue" specialties in high grade stoneware, flower pots and cooking ware are all shown. The new scenic line, the "Woodland," is featured strongly as it well deserves. Their slogan is "the lines that sell."

The Warwick China Co. of Wheeling, W. Va., have leased room 319 Fifth avenue building for the display of their vitrified hotel ware and thin china dinnerware."

OBITUARY.

J. N. ADAM, founder of the department store firm of J. N. Adam Co., Buffalo, N. Y., died of acute indigestion at his home on January 9th, aged sixty-three. He was born in Peebles, Scotland. Mr. Adam received his primary education at a parochial school in Edinburgh, his family having moved to the Scotch capital when he was four years old. His first business training he acquired as an apprentice in the wholesale warehouse of Thomas Cooper & Co., where he was paid \$1 a week for three years. The fourth year he got \$1.50 and the fifth year \$2. At length he became journeyman clerk for the firm and remained in that position five years. Then he went into business with J. J. Richardson, one of the partners in the firm by which he had been employed. Mr. Adam came to Buffalo in 1872, when his brother was the head of Adam, Meldrum & Co., and became a buyer for that firm. In a few years he formed a partnership with John Taylor of New York in a store in New Haven. In 1881 he sold his interests in New Haven and returned to Buffalo, where he established the firm of J. N. Adam & Co.

Mr. Adam's first political service was as Councilman in 1895, and he served in that capacity or as Alderman until he was chosen Mayor in 1906, except for two years.

Alexander S. Kirkman, one of the oldest soap manufacturers in this city and large buyers of crockery and glass, died Saturday at his home, 266 Clinton avenue, Brooklyn. Mr. Kirkman was born in Manhattan sixty-eight years ago. He was a member of the Hamilton and Brooklyn Clubs, the Manufacturers' Association of New York, and the Produce Exchange. Two sons and a daughter survive him.

Clarence W. Fox, senior member of the firm of Fox, Fultz & Co., of Boston, dealers in druggist sundries and glassware, died Tuesday at his home. Mr. Fox was born in Ashland, N.Y., fifty-five years ago. Mr. Fox was also identified with Lillibridge-Weeks-Thurlo w Co., of New York.

Ralph I. Taylor died on February 5th aged fifty-eight, in a hospital in this city. He was born in Great Barrington, Mass., where he started his business career. Later he took up the crockery business. During the great rush to the gold fields of Alaska he left Great Barrington with a small party and spent some time searching for gold. After a year or so he returned to Great Barrington and started a crockery business which he conducted until about three years ago, when he sold the business and his Great Barrington property and moved to Pittsburgh.

AT PITTSBURGH.

COLD weather during the last week has had its effect upon retail trade in the larger department stores, with the result that there has been little buying. The china and glass departments have felt this lull in trade as well as all other departments.

* *

The Vase-Kraft Studio, of New Jersey, had a display here last Monday and Tuesday during the Exhibition of Artistic Industries which was held at the Carnegie Institute. The National Society of Craftsmen of New York was also represented.

* *

All the new sample, of the Kinney & Levan lines are now on display at their large sample rooms in the Century building, under the direction of Watson W. Lang. The display of cut glass is almost double that of a year ago, while the imported china lines is nearly double that previously shown.

* *

B. F. Pritchard opened his new glass salesroom in the Jenkins Arcade building this week. At present the Monongah and Northwood lines are on

sale, but others will be added. The rooms are the largest used for this purpose in the district.

* *

Joseph A. Kelly was registered at the Hotel Anderson showing the toy, doll and fancy goods lines of the Adolph Forster Co. of Philadelphia. He was here in place of E. A. Nelker.

* *

George Sylvia had two large rooms at the Anderson for several days showing the cut glass lines of the Pairpont corporation. It was his first trip to the district this season.

* *

Lines of the Colonial Pottery Co., are now being displayed in the Jenkins Arcade building under the direction of Frey & Megahan.

* *

Considerable activity has existed at the local offices of Bawo & Dotter, Ltd., arranging the new lines of imported goods. This display room is in charge of A. Herr, and the display of goods is nearly one-third larger than last season.

* *

Fred Kilne was at the Hotel Pitt showing the new lines and Panama dinner shape of the Warner-Keffer China Co. He left this week for his eastern territory.

A NOVEL PLAN.

CUTLERY importing merchants of this city, having experienced considerable trouble with the customs authorities in regard to the correct market value of goods brought into the American market, have decided to form an association, one of the purposes of which will be to aid the Government in determining exact values. The organization, it is said, would be mutually advantageous to all the cutlery men, because its close supervision over their business would make possible the elimination of unfair competition, and the undervaluation of goods would be prevented.

Collector Loeb, when questioned about the purposed association, said that he had promised the importers his support and had urged them to go ahead and perfect their organization.

According to the plans thus far made public the association is to maintain a sample room, to which all members of the organization will send specimens of the merchandise imported by them, together with the invoice price. Government officials in charge of the administration of customs are to be granted the privilege of inspecting the razors, knives, etc., placed in the sample room whenever they are in search of information concerning the correct market values of these wares. A committee, to be appointed by the association, will have charge of the samples and will see to it that an article of known value is invoiced at precisely the same figure by all importers.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER

NEW YORK, FEB. 15, 1912

THE PASSING OF THE BARGAIN IDEA.

UNDER the caption of "The Service and Spirit of a Great Store," the advertising man of Marshall Field & Co., Chicago, is writing for the daily press a series of clever "business editorials." The following is well worth perusal:

"Look into any retail business, large or small, and it will be found that it is governed by either one or the other of two basic ideas: first, the bargain idea, second, the idea of service.

"The bargain idea is put first because it is so old historically. It goes back to dim centuries when the merchant was a peddler, selling from a pack at markets and fairs. His profits depended largely on the gaudiness and apparent cheapness of his goods, and his skill at double-dealing. Of course, his methods were such that nothing but improvement was possible. Yet the merchant of to-day who is wedded to his bargain idea still underrates public intelligence. He assumes that penny-saving is the chief object of people purchasing goods. He centers efforts on buying merchandise that will be tempting by reason of the bare prices he can mark upon it. Value and quality are taken into account last of all—sometimes never. This sort of merchant offers the public a disconnected string of "price sensations." Yesterday it was marked down ribbons, to-day bargain shoes, to-morrow a terrific slaughter in clothespins. Everything is haphazard, and stocks have little relation to the needs of the modern family.

"But a merchant guided by the service idea, on the other hand, has a broad conception of the public's

intelligence, sees his community's needs as a whole, and understands his own function in it. He knows that customers weigh points of value as well as prices—purity, durability, appearance, convenience, originality. He searches the world for the latest and most beautiful products. Even though he has but a small establishment, his stocks will be complete, representative, adequate to meet the whole demand in his line of the average family, and they will be maintained with a view to progress in that line. Shopping is made agreeable. Growth and reputation come from customers' satisfaction after goods are in use and price forgotten.

"The old bargain idea is still deeply ingrained in American merchandising. It dominates nine retail concerns in every ten, and is a subtle commercial fallacy, difficult to keep out even where a business is rigidly held to principles of service. Ideals may be clear, yet doubts arise. Some rival, appealing to the public on cheapness alone, may seem to be gaining an advantage. In a given case there may be a feeling that the public cannot be trusted to distinguish value. There is always the temptation to rest the case on cheapness just this once, let value take care of itself, and cater to the desire for crowds. That tendency has to be fought constantly, consistently, and vigorously.

"But the bargain idea in its general acceptance is passing away. If an article said to be worth a dollar is offered at seventy cents' there is exactly thirty cents in value missing somewhere. Haphazard bargain-hunting is steadily giving way to intelligent, constructive, economical buying for the needs of the home."

PERSONAL.

THE meeting held by the wholesalers at the Holland House would not have been complete without Jerome Jones and Chas. H. Woodbury, of Boston, Geo. W. Kinney, E. H. Pitkin, and Chas. S. Dennis of Chicago. They are progressive men who devote much time and thought to the general good of the association to which they belong, and have been pioneers in every movement that has been made by this group of crockery men.

Wm. Dougherty, of the Consolidated Lamp and Glass Co., left last week for Canada with a complete outfit of samples of gas and electric glassware. He will be away for a week or two.

W. H. Arden, with the Shenango Pottery, is visiting New York this week.

E. C. Hunter, of the Economy Tumbler Co., spent a few days in New York last week with Thos. G. Jones who represents his lines here. He says that

they are so busy on their new lines that the factory is pushed to its limit.

Raymond Fiske is in Boston for the week pushing the illuminating glassware and lamps for the Consolidated Lamp and Glass Co.

A. J. McCauley is now with Thos. J. Jones and is visiting the trade in the Metropolitan District for the McKee Glass Co. and the Economy Tumbler Co.

F. H. Vaughn left for Boston on Saturday evening to look after the business for the Brush-McCoy Pottery Co. in the New England territory. He will return to the city the first week in March to take up his work here.

Alfred B. Evans and Norman C. Walker, with Meakin & Ridgeway, who have been making flying trips, are back in New York to remain during the import season.

William Fleck, formerly with Edward Malley Co., New Haven, Conn., has been appointed general manager and buyer for the Wilkenda System, a concern that has a chain of five stores through New England.

Frank I. Bowman, of the Geo. H. Bowman Co., Cleveland, Ohio, came to the New York store Tuesday to remain during the import season.

F. L. Herbert, a jeweler in excellent standing at Chatham, N. Y., has opened a five and ten store in connection with his jewelry business.

James P. Gordon, of Jones McDuffe & Stratton, is occupying suites Nos. 56, and 60 at the New Grand Hotel, where he will remain until the end of this week.

W. B. Kemp is now manager and buyer of house-furnishings and crockery for the J. S. Bailey Co. with stores in Boston, Worcester and Springfield, Mass. His headquarters are in Boston.

S. S. Brinsmaid, of Brinsmaid & Co., Des Moines, Ia., is staying at the Imperial Hotel during his visit to the city.

Louis Klayf, of Bloomingdale Bros., sails for Europe shortly on his usual buying trip.

Harry Hunt, president of the Hunt Glass Co., made his appearance at the New Grand Hotel on Monday. His samples which are exceptionally good this year are all arranged very tastefully in his sample room No. 131. Mrs. Hunt accompanies him on this trip.

J. Meridith Miller arrived home on Monday from a trip through the east in the interest of Maddock &

Miller. Harry Muirhied with whom he traveled returned on Wednesday. They had excellent results and both felt well satisfied.

Thomas Cannon, the buyer for Gimbel Bros., crockery and glass basement store, who succeeded Charles Baxter was in the District this week visiting one or two of the sample rooms.

E. Fleischmann arrived in New York on Tuesday. He buys for I. Freimuth, Duluth, and is at the Algonquin. He said he had a splendid trade all last year, and this year opens up even better than it did last season.

Hugh Nevin is at the New Grand Hotel with a full line of ware from the Knowles, Taylor & Knowles Co. The "Omar" shape which has commanded so much attention is shown in a variety of attractive patterns.

D. P. Urquart, sales manager of Cassidy's Ltd., Montreal, is in the city buying. He is one of the best posted men who come to market knowing goods and prices in a wide range of wares.

C. F. McMartin, Wilkesbarre, Pa., buyer of Jonas Long & Co., says that business is good. The miners are all at work and there is no talk of a strike in his section.

C. E. Johnstone, buying for the McKelvey Co., Youngstown, O., reports a good trade and sees no reason why 1912 should not be a good year. He is at the Navarre.

C. W. Neyland has been engaged by Miller, Rhoads & Swatz, Norfolk, Va. He was formerly with L. M. Bloomstein in 125th street, this city. Mr. Neyland has had twenty-two years' experience as a buyer and is a well-posted man.

Geo. H. Wheelock, of South Bend, Ind., is staying at the Belmont while in the city upon his usual buying trip.

D. C. Mansfield, with his son, is in town in the interest of the J. Seth Hopkins-Mansfield Co., Baltimore, Md. He is looking over the market preparatory to placing orders later.

E. A. Unger, with the East Liverpool Pottery Co., returned to New York last week from a trip through New England where he received a very good and liberal treatment at the hands of the buyers.

Ben Schloss, the well-known crockery man of San Francisco, has just been elected president of the Pacific Coast Commercial Travelers' Association, and the official bulletin of that body prints his portrait on their cover. The association is planning a Rest House for the accomodation of travelers with their wives and

families during the Panama exposition. Every convenience possible will be at the disposition of visitors. They do things in style on the Pacific coast.



C. D. Sutherland, with Geo. F. Bassett & Co., is at home to meet his western friends. He will remain in the city during the import season.



F. W. Sinclair, formerly with Geo. F. Bassett & Co., has taken a position with Graham & Zenger. He will travel east of Chicago.



Mrs. Blackman, a lady of charming personality, is in the city making extensive purchases for Chamberlain, Johnson & Dubose, of Atlanta, Ga.



J. H. Law, of Ashville, N. C., is staying in Brooklyn with his relatives while on his buying trip to the city.



Charles L. Patterson sailed on the Baltic Thursday for Europe on a buying expedition for Carson, Pirie & Scott, of Chicago.



W. G. Klein is now buyer for Wise, Smith & Co., Hartford, Conn. He was for five years with Katz & Goldschmidt, Pittsburgh, and formerly with R. H. White & Co., Boston.



Jacques Bernardaud arrived from Europe on the Provence Saturday morning. He had a warm welcome although the mercury marked zero when he came off the ship.



Mrs. Heller, who buys for the art department at the Rike Kumler Co., Dayton, Ohio, was in New York last week and a part of this week, selecting goods for the new store which is to be opened later. The new building occupies nearly a whole square and will be one of the finest department stores in Ohio. Mrs. Heller is buying accordingly. She is very popular in New York. Personally she is very attractive and has a cordial manner in greeting friends that is very pleasing. Besides that she knows her business, which is great help to salesmen.



E. Sainson, with L. Bernardaud & Co., left on Sunday night for Washington and the South. He will be gone for about three months.



Mr. Gilmore of the Rike-Kumler Co., Dayton, Ohio, has been in the city for a few weeks, during which time he has been made a member of the Pottery, Glass and Brass Salesmen association. He is staying at the Woodstock Hotel.



Charles Stewart who was to be with Murray-Coy, Ltd. of Toronto is in the city on personal business, and incidentally to look over the field generally. He has not yet decided where he will locate. When visiting one of the show rooms he was addressed as the

Pasha Stewart, to which he remarked that his hat cost considerably more than the one worn by the person addressing him.



William Harris of the Greenhut-Siegel-Cooper Co. was seen circulating around the district Wednesday afternoon.



H. A. Brown, secretary of Lenox, Inc., assisted by Charles R. Service, has opened a display at the Astor House. Mr. Service will be in attendance all the time, and is anxious that the visiting buyers should pay him a call.



R. Ross, of St. Stephens, New Brunswick, is in town this week, and visited many of the showrooms in the district.



Another visitor from across the Northern border is Mr. Scott, of Webster-Smith Co., Halifax, New Brunswick.



A. E. Perpall, of Flushing, L. I., is making extensive alterations and improvement of increasing business generally. He will come more into the china, glass and housefurnishing run than heretofore.



Peter Luger, with the Luger Furnishing Co., Fargo, N. D., is staying at the Hotel Navarre. He says he is selling more fancy glassware than ever before.



John Fenton, of the Radium Glass Co., is in town this week.



W. H. Brittain, president of the J. M. High Co., Atlanta, Ga., is in the city purchasing glassware, etc.



S. McBride, manager of the Robertson's, Ltd., Kingston, Ontario, is here with two of his traveling representatives. They have recently reorganized, and have added more capital, and are spreading out considerable.

SALESMEN'S ASSOCIATION NOTES.

AT a meeting of the Board of Directors of the Salesmen's Association, held Feb. 9th, the following were elected to membership:

Jacob V. Doll, with Dobbs & Wey Co., Atlanta, Ga.; Fred C. Stahl, with John Breuner Co., Sacramento, Cal.; Nathaniel B. Hilburn, with Lilienthal Crockery Co., Atlanta, Ga.; Harold S. Hellingworth, with Nathan-Dormann Co., San Francisco, Cal.; John H. Lindenmayer, with John Breuner Co., Sacramento, Cal.; Carnot M. Faunce, with John Breuner Co., Sacramento, Cal.; William D. Gilmore, with Rike-Kumler Co., Dayton, O.; William A. Hall; Fred H. Hayward, with Japan Import and Export Co., Co., New York; John J. Hilb, with Haviland & Co.,

New York; Frederick S. Hunt, manager for Bradley & Hubbard Mfg. Co., New York; Henry P. McCarthy, with Bradley & Hubbard Mfg. Co., New York; Fred'k C. Estroe, with E. R. Thieler, New York; Edgar Newman, with Maison Blanche Co., New Orleans, La.; Fernand Des Maisons, with L. Bernardaud & Co., New York; Michael J. Mullins, with T. F. Mullins, New York, and James E. Wanzer, with Wm. S. Pitcairn, New York.

* *

The standing of watch and fob contest is as follows: M. K. Lindner 18, H. C. Bedlington 3, L. D. Sedxas 2, H. S. Clarke 2, R. E. L. Wells 2, and A. A. Bean, W. M. Rogers, Paul M. Phillips, Geo. A. Boomer, H. J. Cute, W. W. Magee, W. Q. Wilcox, Geo. Hamilton, F. M. Taylor, one each.

IN TOWN

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

A M Norland, with L S Donaldson & Co., hf, Minneapolis, Minn. 2 Walker.
 W C Hoffman, with Schuneman & Evans, hf, St. Paul. 220 Fifth ave.
 O W Watson, with Daniels & Fisher Stores Co., c, Denver. 56 Worth.
 W T Giles, with Loveman, Joseph & Loeb, hf, Birmingham. 31 Union Sq.
 J H Hickey, with MacDougall & Southwick Co., Seattle, Wash. 214 Church.
 J N Baillie, with J B White & Co., hf, Augusta. Ga. 214 Church.
 M D Scott, with Mellon Co., hf, Oklahoma City, Okla. 13 East 2sd.
 F J Stanton, with Gimbel Bros, hf, Milwaukee, Wis. Broadway and 32d.
 Mr Merrill with New England Furniture Co, c, Minneapolis. Imperial.
 John Freidel, c, Wheeling. Grand Hotel.
 F B Durston, with T S Martin & Co, hf, Sioux City, Ia. Herald Square.
 C W Stafford, with G W McAlpin Co, hf, Cincinnati. 214 Church.
 C L Patterson, with Carson, Pirie, Scott & Co, c, Chicago. 115 Worth.
 H E Kline, with Watt & Schand D G Co, hf, c, Lancaster, Pa. 55 White.
 A J Woit, with Gimbel Bros, hf, Milwaukee. B'way & 32d.
 M J Davies, with J C Lewis Co, hf, Louisville. 70 Franklin.
 B McMannon, with Garbado, Eitand & Co, hf, Galveston. 79 Fifth ave.
 E Jacobs, with Jacob Bros, t, San Francisco, Cal. 225 4th ave.
 H Smith, with Larkin Co, c, g, Buffalo. Cadillac.
 M D Herskowitz, with Aurora Bargain Store, Oklahoma City. 100 Fifth ave.
 A F McMartin, with Jonas Long's Sons, Wilkesbarre, Pa. 375 Fourth ave.
 H Meyer, c, g, Lake Charles, La. Hotel Grenoble.

Schaper Bros, with Schaper Bros, hf, St Louis, Mo. 69 Fifth ave.
 Henry Heller, with J A Chapman Co, t, Milwaukee, Wis. Albermarle.
 W Ferguson, hf, P G Rankin, c, g, s, W Paton, with Boston Store. Chicago, Ill. 114 5th ave
 J W Boston, with Famous, hf, St Louis, Mo. 4 Washington place.
 D Saunders, with Mandell Bros, c, Chicago. 450 Broome.
 E A Ernst, with H & S Pogue Co, c, Cincinnati, O. Cadillac.
 F Morch, with Wm Gushard Dry Goods Co, Decatur, Ill. Wellington.
 H W Neely, with Pittsburg D G Co, t, Pittsburgh. 43 Leonard.
 H Berliner, with Gimbel Bros, c, g, Milwaukee, Wis. Broadway and 32d.
 F Fleishman, with I Freimuth, hf, Duluth, Mich. 79 Fifth ave
 A M Norland, with L S Donaldson & Co, hf, Minneapolis, Minn. 2 Walker.
 T J O'Connell, with A Stowell, c, Boston. Knickerbocker.
 W O Coleman, Burley & Tyrrell, c, Chicago. Martinique.
 Carl Meyer, with Lewis & Neblett, c, Cincinnati, O.
 A Spangler, with Bush & Buhl, c, Easton Pa.
 J Healey, Lebeck & Co c, Washville Tenn. Hoboken.
 A T Rathburn, with T A Roberts, c, Utica, N Y. Woodstock.
 Frank Gable, with McDonald Bros, c, Minneapolis. Longacre.
 John H Slaten, with Bressmere & Co c, Springfield O. Imperial.
 Harry Lewis, with Jas Horne & Co c, Pittsburgh. Woodstock.
 O E Santer, with M'Arthur's, t, c, St Paul, Minn. New Grand.
 Miss K McGuigan, with B Lowenstein & Bros, t, Memphis, Tenn. 22 E 17th.
 A Butchart, with Panton & White Co, t, c, Duluth, Minn. 45 E 17th
 C E Johnston with G M McKelvey & Co, hf, Youngstown, O. 320 Church st.
 R Ross, c, St Stephens. New Brunswick.
 Mr Scott, with Webster, Smith & Co, c, Halifax, New Brunswick.
 Chas Stewart, with Murray-Coy, Ltd, c, Toronto, Canada.
 Peter Luger, of Luger Furnishing Co, Fargo, N D. Hotel Navarre.
 W H Brittain, with J M High Co, c, Atlanta, Ga.
 S McBride, with Robinson's, Ltd, c, Kingston, Ontario.
 R H Schnepf, with Columbus L G Co, hf, Columbus, O. Breslin.
 L Schumaker, with Foster & Cechran, c, hf, Lancaster, Pa. 315 4th ave.
 F W Sanders, of the F W Sanders & Co, c, hf, Little Rock, Ark. Herald Sq.
 W B Fickis, c, hf, Lancaster, Pa. Grand Hotel.
 Mrs Blackman, who Chamberlain Johnson & Dubose, c, g, Atlanta, Ga.
 J Law, c, g, Ashville, N C. Brooklyn.
 Miss Heller, with Ri'te, Kumler Co, art ware, Dayton, O.
 Geo A Searle, with Schuneman & Evans, c, St Paul, Minn. 220 Fifth ave.
 E A Hinrichs, c, Omaha, Neb. Herald Sq.

A E Spaeth and H A Andres, with Kennedy-McLeod-McArthur Co, c, 129-West 27th St.
M C Arthur, g, 129 W 27th St.

AT ST. LOUIS.

CROCKERY and glass trading was unusually quiet in the Mound City during the month of January, but the present month started in with considerable activity, particularly in retail trading. Merchants generally are optimistic in their expressions regarding business prospects for the spring months; in fact, a hopeful attitude is plainly manifest that business conditions for the first half of 1912 will exceed those of the preceding year.

The McKee Glass Co., Jeanette, Pa., have leased large sample rooms in this city. A large portion of the firm's extensive line will be displayed under the management of W. B. Leazure, the firm's former southwestern traveling representative.

A. Schuchat, the buyer for the "Famous" glass and crockery department, left for New York city on his annual buying expedition.

Bert Baker, former manager of the Barr Dry Goods Co.'s glass and china department, has removed to New York city,

C. C. Mayer, who during the past year displayed the Monongot Glass Co.'s line in the Granite building, has turned the line over to Meakin & Co., who are quartered in the same building.

W. A. Douglass, the Lancaster Glass Co.'s local representative, has returned from a trip to Kansas City.

John Bock and Mr. Niehaus, the genial fancy glass and china buyers of Mermod, Jaccard & King, report business conditions fairly satisfactory, considering the time of the year and weather conditions.

Al. Boston, manager of the "Famous" house-furnishing department is now assisted by Geo. Heper, who until the Famous-Barr consolidation was with the latter institution.

Among the prominent roadmen who called on Mound City glass dealers during the past week were Wm. Duval, representing Bryce Bros., Walter Lindsay, representing Duncan & Miller, Alex Fraser and F. S. Pickles, the latter from Europe.

W. Friede, manager of the Quaker City Cut Glass department in the Grand Leader, has returned from an Eastern business trip. Other prominent St. Louis china and glass men, who have recently returned from the East are F. Bremermann of the St. Louis

Glass & Queensware Co., F. Obemeyer of the Krenning-Watermann China Co., and A. Blankenmeister of the Blankenmeister Glass Co.

Harry Kelly, the United States Glass Co.'s Mound City representative, has returned to his post in the Granite building after spending several days at the factory in the Smokey City.

The Westmoreland Specialty Co. of Grapeville Pa., will in the future be represented here by E. W. Hughes.

W. T. Darden and wife were quartered at the Southern last Sunday.

The F. W. Woolworth Company, owner of a chain of 5 and 10 cent stores in several cities, will establish its general Western offices in St. Louis, Pierce building. The company will open March 1, and will employ about 200 clerks. A combination of owners of 5 and 10-cent stores, by which the Woolworth Company acquired control of the stores operated by S. H. Knox & Co., was formed recently. The Woolworth Company has no stores operating in its own name in St. Louis. The combination is preparing to extend its stores to cities in the South and West, and St. Louis will be made the distributing center for these.

NUGGETS BY THE CLAY PRODUCTS EXPOSITION CO.

THE door knob which grandma used to use in making stockings was once a piece of mother earth, having been transformed from the raw clay to the finished product by machinery. Most of the door knobs are still made of clay though metal and other lines have come into popular favor of late years. The clay knobs are only one feature of the big clay industry which will be completely covered in every detail.

Biddy, with her indignant cluck, when denied the privilege of her nest, would be more indignant still if she was aware that the nice china egg which she had been laboring on for "lo these many years" in nothing more nor less than virgin clay, rounded, polished and baked by the hand of man. Clay eggs do not look the part but they are nevertheless the real genuine clay. There are more wonderful evolutions still in clay, all of which will be shown.

Every architect in the country is interested in the Bungalow contest put on by the Clay Products Exposition Co. Hundreds of plans by the best architects are to be shown at the Clay Products Exposition in Chicago, March 7 to 12. Home builders are also interested, as the problem of the low cost, indestructible brick home has thus been solved.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. Continuing to follow its long standing policy of keeping in the lead, the United States Glass Co. has secured the exclusive services of

Reuben Haley, the well-known glass designer, who is now to be found at the general offices of the company. Mr. Haley is admitted to be one of the most remarkable designers of glassware in the world. It was he who brought out the now famous "Chippendale" and other like creations, which have achieved a world-wide reputation. In securing the exclusive services of Mr. Haley, the company has only taken another step forward in the march of progress in the glass business.

Quite a number of new shapes and treatments are being shown now by the Pennsylvania Glass Co., whose offices are in the McCance block. The hand decorated line of shades is quite different from anything now before the trade.

Frank E. Freese, secretary-treasurer of the Ripley Glass Co., has been doing more jury work during the last year than any other person in the glass business here. He first served several weeks on the petit jury, and now he is on the county grand jury. The company has had a good demand for their glass portable this season.

Manufacturers of lighting glassware are very much interested in securing the installation of shades for the new twenty-five story First National bank building in this city. There will be over 1,000 offices, and when shades for the halls are included, the contract will prove to be one of the biggest given out for office buildings during the last ten months.

Among the buyers in the district last week were W. T. Giles, of the Loveman, Joseph & Loeb Co., Birmingham, Ala., and George W. Davis, who has stores on the Northside, Pittsburgh, and at Rochester, N. Y.

Manufacturers of packers' glassware attended the Packers' Convention, at Rochester, N. Y., last week, some of them maintaining displays in the convention

hotel. The Hazel-Atlas, United States Glass Co. and the Federal Glass Co., the largest manufacturers of these lines, did not let the opportunity slip by to book some big business.

E. T. W. Craig, city salesman of the United States Glass Co., has returned home after a brief eastern business trip.

Two new patterns have recently been added to the Pittsburgh Cut Glass Co., whose factory started to operate to capacity. A specialty is being made of tumblers. Light cuttings are predominating.

Walter Lindsay, western salesman for the Duncan Miller Co., left last Friday night for St. Louis, his first stop. He will work the western and north-western territory this trip.

The Tarentum Glass Co., has a number of designs and sizes in rose bowls now on the market, which are meeting with the approval of buyers.

According to a report received in the district, the Buckeye Tumbler plant at Shadyside, O., will be sold very soon and a new and larger will be built. The concern was the first glass company to operate in the territory south of Bellaire, O.

The capital stock of the Fidelity Glass Co., of Tarentum, Pa., has been increased from \$125,000 to \$200,000, the announcement of the increase just being made from the office of the Secretary of State at Harrisburg.

Because of the fact that the Ohio river is not navigable on account of the ice, over 600 barrels of glassware, from the Fostoria Glass Co., are awaiting shipment by the river route at the Moundville W. Va., wharf. The shipment is consigned to southern and western points, and is the largest ever known to await shipment by that route at one time.

Five concerns, according to a report in circulation in local glass circles, will be concerned in the erection of a new glass plant in the New Jersey district. They are given as the Owens Bottle Co., of Fairmont, W.

Va.; Fidelity Glass Co., Tarentum, Pa.; Cumberland Glass Co., Bridgeton, N. J.; Whitney Glass Co., Glassboro, N. J. and Bellaire Bottle Co., Bellaire, O. Lines kindred to those now manufactured by these concerns will be added, but by an improved process, it is said.

The Philadelphia Art Dome Mfg. Co has been formed with \$10,000 capital according to advice just received here. Frank A. Crowell, of Philadelphia, is at the head of the new company.

The razing of stock sheds of the Moundsville, Fostoria Glass Co., to make room for the proposed increase in the manufacturing department, has been started. The present cooper shop will be torn away, and the large 100 x 100 frame warehouse will be moved across the B. & O. railroad tracks, to be used for a cooper shop until the quarters in the basement of the new building are completed.

The Crystal Glass Co., of Morgan-Cleveland, O. town, W. Va., will be represented in the selling end in the Western Pennsylvania territory by the firm of Jonas & Crain of this city. The company has about completed installing its new cutting department and other changes to the plant which will increase its capacity will be completed within a short while.

The Stewart Chemical Co., Mounds-Bellaire, O. ville, W. Va., has taken over the plant of the Ohio Valley Enameling and Stamping Co., Bellaire. Adjourning property has been secured and on the new site a large building will be erected and operated under the name of the United States Enamel Co.

The Jefferson Glass Co. will continue Follansbee, to make and sell Luceo shades, as they W. Va. say the finding of the court recently was only a tentative decree, subject to exceptions which they will file. No injunction was issued. Had there been, it would only apply to the State of Pennsylvania and the action of the company will prevent even that, as an appeal has been taken from the district Federal Court to the Supreme Court of the United States.

The manufacturing business of St. Charles, Ill. Heinz Bros., cut glass manufacturers, St. Charles, Ill., together with their entire plant and equipment has been acquired by Mills Gardner & Co., of Chicago, branch of the American Specialty Co, who will operate same to full capacity. The building is of substantial brick construction, two floors, containing 16,000 sq. ft. floor

space and equipped with the most modern facilities for the manufacture of cut glass. H. L. Mills, President of the American Specialty Co, will look after the executive and financial matters, and Frank W. Gardner will manage the sales department. C. W. Heinz, of the firm of Heinz Bros., has been retained as superintendent. Prominent display rooms have been secured in the Heyworth building, Chicago.

\$200,000 FIRE IN VESEY ST.

IN the third floor of the five-story building at 54 Vesey street, occupied by a Greek newspaper, a fire started late Sunday night. The fire apread, despite the efforts of the firemen, to the buildings at 52 and 56 Vesey street, the former occupied by Budde & Westerman, and the latter by Whithall & Tatum. The latter building runs through to 46 and 48 Barclay street, and the firemen immediately turned their efforts to preventing the fire using this building as a roadway on which to reach Barclay street. The fire spread rapidly and when it was at last under control it had burned No. 54 throughout, wrecked the upper floors of 52, and made a good start in 56 before it was under control. The damage was estimated at \$200,000.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments month end'g Jan. 27, '12	Correspond- ing period 1911	Exports Jan. 1 to Jan. 27, '12	Correspond- ing period 1911
Boston	377	626	....	....
New York	526	956	....	....
Baltimore	769	676	....	....
Philadelphia....	239	416	....	....
New Orleans....	38	125	....	....
Newport News...	29	4	....	....
San Francisco ..	97	18	....	....
Portland (Me.)..	128	267	....	....
Galveston	75	317	....	....
Portland (Or.)..	8	....	....	....
Inland Points ..	52	87	....	....
Total	2338	3492	....	....

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

to	Shipments week end'g Jan. 27, '12	Correspond- ing period 1911	Exports Jan. 1 to Jan. 27, '12	Correspond- ing period 1911
New York	123	211	604	862
Boston	23	9	377	521
Philadelphia....	....	153	239	452
Baltimore	340	172	769	679
San Francisco ..	46	....	97	18
New Orleans. ...	6	5	38	125
Portland (Me.)..	18	....	128	184
Galveston	51	....	75	317
Newport News...	....	....	29	4
Portland (Or.)..	....	....	8	....
Inland Points	25	40	61	87
Total..	632	590	2425	3246

Among the Potteries

East and West

East Liverpool and Vicinity

About six local pottery manufacturers were put to considerable financial expense, and shipments were held up from these plants

for almost ten days during the last fortnight, because of quantity that was being used was "mixed" wrong at the factory. When the gold was first fired in the decorating kilns, it came out pink, and when fired again it came out in a burnished effect. Some of the manufacturers who received gold in the same shipment, caught the ware before very many kilns were fired off, and this followed by the ware having to be "rubbed," re decorated and then fired again. In the bottles, the gold looked all right, but after it was fired, a new treatment was produced. Tests were then made and the shipment of gold was thrown out.

* *

Joseph G. Lee, formerly with the Knowles, Taylor & Knowles Co., and now general manager of the Potters Mining and Milling Co., of this city, accompanied by Mrs. Lee, left last Saturday for a tour of the Bermuda Isles. They will be absent about six weeks.

* *

Some laughable incidents are noted in the correspondence of large firms at times. A local pottery sales manager received a two-page letter a few days ago from a customer down south, which said that "the weather was too hot to write a check in payment of his account." The two pages, however, were in reply to a request for payment. The local firm replied that it was too cold here to read lengthy letters "which explain" and to "please send check." The check soon followed.

* *

Frank A. Sebring, president of the Sebring Pottery Co., has left for an extended trip through southern countries. He will make a tour of Florida, Cuba, and will likely go into South America.

* *

A number of local pottery manufacturers, those having small producing capacity, have started to fire their kilns with coal. One of these firms has announced a saving over gas bills which amounts at the rate of \$4,000 per annum. The largest potteries pay

less for gas than the smaller ones, for they pay on a sliding scale and they use "a lot."

* *

Every week, so it seems, sees several new specialties added to the lines of the Potters Co-operative Co. These specialties are being put out in assortments, together with new selling plans, which are meeting with remarkable success.

* *

Officials of the National Brotherhood of Operative Potters will, it is said, call a joint meeting soon of the three committees which have been appointed to form plans for the caring and distribution of a \$15,000 tuberculosis fund. The Brotherhood originated this movement at its last convention and appropriated \$5,000 for the purpose.

* *

News has been received here that A. E. Hull, of the A. E. Hull Pottery Co., and other pottery interests in the Crooksville, O., district, plans the erection of a new pottery in the vicinity of South Amboy, N. J.

* *

After spending several days in the district placing orders to be filled during the remainder of the year, John W. Moses of the United China Co., of New Orleans, has left for other markets. "Business has been very good in our territory, and we look for a continuation during 1912," he said.

* *

W. T. Tebbutt, of the Crockery, Glass and Lamp Credit Association, has returned home after spending several days in Chicago on an important business mission.

✂

At the annual meeting of the Owens China Co., held recently, reports of officials showed the plant to be operating to capacity. Business for 1911 was the best in the history of the concern, with the result that the board of directors authorized a dividend of 6 per cent, payable quarterly. The following board was elected: Mahlon Shaw, Willard Pennock, J. A. Grunder, J. I. Cross, J. E. Kurtz, J. J. Steiner and Charles W.

Foreman. Officers elected—President, Mahlon Shaw; vice president, Willard Pennock; secretary, treasurer and general manager, C. W. Foreman; assistant manager, C. U. Harris.

An agreement has just been signed **Du Bois, Pa.** between officials of the Board of Trade of Falls Creek, Pa., and the representatives of the Bohemian Art Pottery Co., of this city, whereby the new pottery will be built at Falls Creek. The pottery company is headed by Frank Hahne, L. A. Fischel, M. I. McCreight and W. H. Cannon, all of DuBois.

Since the Oakwood Art Pottery **Wellsville, O.** started operations its business has been very successful. All ware is treated under the glaze, and a number of new effects are being produced.

Announcement has been made that **Cleveland, O.** the firm of Kinney & Levan, Cleveland, O., will soon start the erection of a building which will be used for retail purposes, it being the object of the firm to make the store the most elaborate retail china and glass store in the United States. Land on Euclid avenue opposite 14th street has been acquired and plans for the building are being prepared.

ON THE PACIFIC COAST.

CONDITIONS in the trade here continue very favorable. The country trade is breaking all records for liberal buying. The orders from the local retailers have been holding off somewhat, but now that stock taking, sales and plans for the year are completed they are placing good substantial orders. The wholesalers feel that 1912 samples have already shown sufficient popularity to carry them through the year with a very profitable trade.

J Blankfield, representing the Sweeny Mfg. Co., Brooklyn, N. Y., who has been displaying that company's samples to the local trade for several days, left the first of the week for the southern part of the State.

The Howell-Dohrman Co., Oakland, Cal., is holding a clearance sale preparatory to moving into new quarters. This company has been only temporarily situated for some time and has just been waiting for a suitable location. It has found one now in the new building of the H. C. Capwell Co., on 14th and Clay streets, adjoining the new city hall. The company will have 50 x 103 feet on the main floor of the building and approximately 1,600 square feet in the

basement. The basement room will be used for both sales purposes and stock room. In addition to this, a large mezzanine floor will be at its disposal for display purposes.

M. Heineberg, of the Cowen-Heineberg Co., of this city, has left Chicago where he has been showing the company's samples for some time and is now at New York. He will be there for a week or ten days. He is sending in reports to headquarters here that business is in good shape there.

The Nathan-Dohrman Co., on Stockton and Geary streets, now has all its foreign import samples ready for inspection.

Arthur Lehre, with offices in the Hansford building, reports a very satisfactory trip over his western territory.

A large shipment of samples from the Laurel Cut Glass Co., Jermyn, Penn., arrived the first of the week for Himmelstern Bros., and is now on display at their sample rooms on Mission street. Although they have only been unpacked a couple of days several orders have already been placed by visiting buyers.

Mr. Partridge, manager of the crockery and glass department of the Emporium, who took advantage of the January White sale at that store, to dispose of odds and ends in white china, reports that with the close of the sale practically all the left-over holiday novelties and broken lines of various kinds have been cleaned up.

R. J. Smith, representing S. A. Weller, Zanesville, O., is visiting local traders this week.

The Los Angeles China Manufacturing Co., in a communication to the San Luis Obispo Chamber of Commerce, announced its intention of constructing a manufacturing plant for the production of chinaware in San Luis Obispo, Cal. According to the estimates of the concern, it is proposed to employ a large working force at the plant.

The three-story addition to the present plant of the Pacific Porcelain Works of Richmond, Cal., is now under construction, which, when completed, will make it possible to double the capacity of the plant. The cost of the improvements which have been decided upon by the company amount to about \$30,000. The new addition will be utilized for kilns, mixing rooms and finishing departments, and will be completed within the next two months.

F. Tilghmann, traveling representative of Porcelaines G. D., & A. is this week displaying his samples at the Palace Hotel.

Chas. Brown & Sons, 871 Market street, have just completed extensive rearrangements at their

store whereby the crockery department is given considerably more space. It now occupies about a fourth of the entire main floor.

AT CHICAGO.

LOCAL dealers, representatives, wholesalers, and manufacturers in crockery and glass, are in a cheerful mood over the business thus far in February. Almost without exception, your representative has been informed that the past week has recorded a better amount of business than was anticipated. While the present period is usually regarded as one that means quiet in the trade, this year seems to be an exception.

Salesmen representing the various concerns have been sending in a gratifying number of orders, and report conditions in the country favorable for an unusually good business year.

Owing to the continuance of cold weather, some of the larger wholesale houses report that the number of visiting buyers has been cut down during the last week, but just as soon as the weather moderates it is expected that there will be a great influx of buyers.

I. Silverman, sales manager of the Queensware Lamp and Novelty Co., states that they are now showing new patterns in plateau which are meeting with much favor. The company is also showing a new line of attractive portable lamps.

Takito, Ogawa & Co. are showing a new line of white body Japanese china in decorations and shapes which are very attractive. T. A. Nickey, manager, stated that their business so far in February had exceeded their expectations, and they were anxiously awaiting the coming of warmer weather, as that would mean an additional number of visiting buyers.

A. S. Adams, of Adams Bros., said: "In past years we have usually found this time of year rather dull. The contrary seems to rule just now, as orders are coming in at a lively rate."

Mr. Dearborn, of Pitkin & Brooks, said: "Our men are now out with their new lines."

G. W. Milligan will soon put on the market a new hand vacuum cleaner, of which he is the inventor.

Howard F. Carrigan, of Plume & Atwood, has just returned from a trip to Milwaukee. Mr. Carrigan said that he found the crockery and glass business in Milwaukee in a very satisfactory condition.

The local office of the Pittsburgh Lamp, Brass and

Glass Co. report a good receipt of orders during the first week of February. The three factories of this company are running to capacity limit.

G. M. Chase also returned from a trip through the Northwest. He reports that the outlook in this section is very encouraging.

BUSINESS BRIEFS.

A fire at the Greenwood Pottery, Trenton, N. J., on the 10th did a damage of \$50,000. The biscuit warehouse was destroyed. It will be immediately rebuilt.

* *

Fire in W. E. Church's jewelry store, Ogdensburg, N. Y., Sunday morning, spread through the entire block reaching the Woolworth store. The entire loss was \$75,000. Woolworth's loss is not stated.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

BUSINESS OPPORTUNITIES.

A MONEY-MAKING plan for you as buyer or saleslady in china store or department. The idea is also profitable for fine firm. For detailed information address Box 791, this office.

FOR SALE.

B BUSINESS OPPORTUNITY.—Old-established fine china and fine bric-a-brac business for sale, with or without name. Address Box 88, No. 352 Sixth Avenue, New York

SITUATIONS WANTED.

H HOTEL CHINA SALESMAN wanted to handle vitrified hotel china among wholesale buyers. State age, experience in this line, territory acquainted with, salary expected, and give references. THE MAYER CHINA Co., Beaver Falls, Pa.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

AVENIR LIMOGES CHINA.
F. W. JENKINS & CO.,
24 MURRAY STREET,
Street Floor. New York.

ORIENTAL GLASS CO.,

MANUFACTURERS OF

Ruby Stained and Decorated Glassware in Opal, Ivory, Ruby Mat and Gold, Crystal Mat and Gold.

COLORS CATALOGUE AND PRICE LIST ON APPLICATION.

Office and Works:

PITTSBURGH PA., U. S. A.

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ROYAL WORCESTER PORCELAIN



Open Stock No. W 9200.

Enamel Green Border, Festoons of Pink Roses and Forget-me-nots.
"Renaissance" Shape.

STOCK

Royal Worcester China

THIS handsome and inexpensive pattern of Royal Worcester China is carried in open stock in New York in all the Dinner Service Articles, including Covered Ware.

John Maddock & Sons, England—Dinnerware.

Allertons, Ltd., England—Earthenware and Bone China.

Chateau China, Limoges—Hotel Ware, Open Stock and Import Dinnerware.

Price Bros., England—Rockingham & Decorated Teapots

Maddock & Miller

53 Barclay St., New York.

SOLE AGENTS IN THE UNITED STATES.

CROCKERY & GLASS JOURNAL

NEW YORK, FEB. 22, 1912.

Twentieth Annual Banquet of the Salesmen's Association.

A LARGE AND ENTHUSIASTIC GATHERING. A GOOD DINNER AND PLENTY OF
HARMLESS FUN.

IT was fitting that the twentieth Annual Banquet of the Salesmen's Association should be a big affair and go off with a rush. The older members could not help contrasting this dinner with the first one held in Schuman & Pidgeon's restaurant, at the corner of Church and Murray streets, when nineteen salesmen at the suggestion of the CROCKERY AND GLASS JOURNAL met to form a permanent relief organization. The boys had a good time that night, but it was only a drop in the bucket compared with the affair held at Louis Martin's on Thursday night last. Who of those present at that first one would have dreamed that in two score years more than 900 crockery, glass and brass salesmen would be banded together in one of the most laudable associations that ever was formed, and that they would have more than \$10,000 in the treasury.

In those twenty years, nearly \$10,000 has been paid to the heirs of members and in except two or three instances that \$300 came at a time when there was little or no money in the house. Any man in the trade who reflects on that statement if he is not a member and does not immediately put in his application is making a mistake. So much for the financial benefits. Aside from that who was not glad that he was present at this anniversary? As is always the case at these reunions, men met friends whom they had not seen for months, perhaps for years. Men who are next door neighbors and meet every day clasped hands and asked ridiculous questions as if they had not seen each other for years. It was a happy crowd; why wouldn't it be? A fine dinner and the atmosphere of new and old times put everybody in good humor. And then those singers, during the

dinner. The man who did not join in the chorus failed to do so because he had lost his voice or never had one, and then the "show" that followed. Laugh! Well we should say so.

It was half past eight, an hour after the time set before the 269 present sat down. So many put off buying tickets until just before dinner that the committee had difficulty in finding seats, but finally word was given and the feast began.

The tables were arranged to accommodate from four to thirty each to discuss the following menu:

Celery	Blue Point Oysters	Olives
	Salted Almonds	
—————		
	Potage Mongol	
—————		
	Supreme of Sea Bass Duglere	
—————		
	Filet of Beef, Madeira Sauce	
	French Peas a l'Etuvee	
	Potatoes fondantes	
—————		
	Boiled Spring Chicken	
	Salad	
—————		
	Fancy Ice Cream	
	Mignardises	
—————		
	Cafe	
—————		
	White Wine or Claret	
—————		
	G. H. Mumm, a la Carte	

Among those present were the following:

R. E. L. Wells
Lee Kohus
A. G. Stier
John Brooks
Edward Gibson
H. Siegel
Geo. Ohl
O. W. Clifford
F. W. Sanders
Henry Sanders
D. E. Healy

W. H. Otten
M. J. Enright
Max Loewenstein
Theo. Frankel
Simon Roth
F. W. Reichenbacher
P. H. Brown
Hugo Hildenbrand
Fred Schachne
Adam Stecker
C. D. Vail

F. A. Miner
J. R. Rosenfeld
Harry H. Lewis
Frank W. Primrose
Julius E. Bieher
John D. Kohlwey
Kurt Kozuszek
H. S. Mirrielees
J. P. Carling
H. H. Dignam
M. K. Lindner
C. Pritchard
Robt. W. White
Walter M. Hodges

Frank Pfeffer
H. H. Collard
Fred. Farrell
P. J. Rinkin
W. Fergus
R. Slimmon
H. Slimmon
H. S. Clarke
D. King Irwin
M. G. Bryce
Raymond Lomelin
A. M. Smith
John Nixon
E. E. Holmes



J. F. O'GORMAN, SECRETARY.



R. E. L. WELLS, President.



GEO. HAMILTON, TREASURER.



W. W. MAGEE, Vice-President.

OFFICERS OF THE SALESMEN'S ASSOCIATION.

B. Banner
W. T. Giles
F. J. McNichols
E. A. Ernst
S. E. Price
J. Lee Richards
C. N. Dopler
W. E. Lang
Leon Sultan
Albert Blumlein
Morris Appel
Max Friedman
Arthur W. Kopp
Louis Hinrichs
Edward M. Ross
Harry Greene
Chas. T. Woolley
J. J. Hines
W. P. Graham
J. E. Plummer
F. W. Sinclair
W. T. Gilmore
J. W. Cheyent

Geo. Hamilton
J. T. Foster
E. J. Ridgway
A. W. McKenzie
N. C. Walker
K. L. Wedgwood
Geo. Service
L. S. Owen
F. Wadsworth Jenkins
J. H. Venon
W. A. Streeter
C. E. Cardon
W. T. Wessels
A. N. Brodeur
Frank Bowman
A. A. Bean
Col. W. L. Garcia
J. D. Dithridge
Gerard S. Bryce
Maurice Caro
James D. Brady
Sig. Herbert
T. A. O'Connell

Jas. M. Uniack
Wm. H. Schreiber
Fred Herr
John McClellan
A. J. Breech
W. J. Straub
Geo. Steljes
Henry Gluth
Robert Whyte
Geo. H. Schuetz
Frank C. Meyer
Chas. P. Schuller
R. C. Arcus
Lawrence Lankas
J. H. C. Watson
A. H. Poynter
Matt Bodevin
Christian Hauser
E. R. Thieler
F. C. Estroe
Edward Reiwald
E. H. Bennett
Geo. M. Jaques

H. L. Bunker
Lloyd Bryant
Frank C. Challinor
John L. Lyon
L. D. Seixas
Fredk Sands
E. B. G. Huber
S. F. Pielow
H. Warnecke
T. Byrne
W. Anthes
R. A. Near
Fred. Cox
Jacques Bernardaud
H. R. Churchill
W. W. Magee
Thos. E. Flostroy
N. A. Wadleigh
C. H. Skilton
T. F. Millham
Albert E. Snow
L. F. Curtis
Geo. E. Nicholson



Salesmen's Twentieth Annual Banquet at Louis Martin's, February 15, 1912.

Oscar Kopel
T. W. Hamilton
M. A. Van Nostrand
Louis Reizenstein
Herman C. Kupper
L. Schoenthal
J. H. Harris
I. Alexander
P. Bornstein
D. Wise
Henry Bloch
Max Herbert
E. Hamblin
D. Wm. Scammel

J. W. A. Jorgensen
S. Faucett
J. F. O'Gorman
David J. Wagner
H. R. Berlinicke
H. R. Handy
Frank Ackerman
Arnold Fueredi
William Dealing
William D. Finke
G. William Sell
Walter G. Minnemeyer
Charles Weddle
Thos. G. Jones

Louis Levien
Thos. Shotten
John V. Storck
S. E. Steininger
Paul Issen
E. A. Unger
Otto Thurnauer
Chas. L. Kerr
George Lukens
A. C. Rohde
W. F. Salzsieder
Justin Tharaud
G. M. Abbot
M. P. Plumb

Edward Butler
E. F. Anderson
O. L. Sutherland
John Farbridge
Geo. B. Jones
Geo. Mellen
S. Weller
Geo. Miller
E. A. Hinrichs
Fred. Porter
Jos. Burroughs
W. R. Demorest
W. A. Maurer
H. A. Diehl



JOHN NIXON.

W. S. PITCAIRN,
Chairman.

H. S. MIRRIELES,



HENRY ENDEMANN.



A. A. BEAN.

MEMBERS OF THE DINNER COMMITTEE

Henry Berliner
W. C. Lynch
Thos. Strittmatter
H. B. Colter
Harry Hunt
A. L. Blackmer
F. R. Bull
O. W. Eckland
Frank H. Gallagher
A. Adler
Morgan Davies
O. E. Sauter
S. S. Binckley
H. B. Whitney
Thos B. Cannon
H. D. Carey
H. Van Iderstine
A. J. Fondeville
F. L. Van Deman
J. S. Wainwright
J. S. Watte
Fred. Hecker
S. P. Arnold

D. C. Cahalane
C. J. Conley
W. H. Burnett
J. E. McCauley
S. L. Ehrlich
F. J. Bang
Horace Gray
J. C. Fisher
R. R. Grinell
Fred. A. Hess
William S. Pitcairn
C. F. McGee
A. Rhodes
R. F. Prael
Mr. Harris
Mr. Nash
S. Jaquette
J. Hurd
C. Hennings
W. Q. Wilcox
J. Edgar Wanzer
M. T. Lester
E. J. Huott

J. Meredith Miller
E. S. Frach
J. J. Snyder
E. Torlotting
J. M. Cosgrove
Louis Cruveiller
W. J. Mimms
J. Davidson
Mr. Rowland
John Nixon
Geo. F. Mackey

D. C. Tracy
C. O. Kenworthy
C. F. Baumgartner
Geo. Schlidt
E. W. Hammond
John Davison
James Davison
J. Arthur Davison
Arthur V. Rose
E. Graves
W. A. Foster

President Wells called the members to order and a photograph was taken. A little later he again asked attention and said that there was to be no speech-making and he would simply welcome them to the 20th annual dinner and hoped they would all enjoy themselves. He then asked for a rising silent

toast to departed members and then toasted the President of the United States.

After coffee and cigars, Mr. Wells turned the gavel over to Mr. Pitcairn, who as chairman of the dinner committee had charge of the entertainment, and he presented the following programme:

THE VASSAR CHOIR TRIO

- (a) The Chapel Choir
- (b) The Spirit of Vassar Days
- (c) A Study in Pastel

EDWARD J. RICE
Dialect Story Teller

GRETCHEN SPENCER
Singing Comedienne

BERT K. FORREST
Tramp Monologist

BEATRICE VANCE
Novelty Songs and Dances

THE EUREKA TRIO
Famous Colored Entertainers Officiated
During the Dinner

MR. FREDERIC WATSON, ACCOMPANIST.

The numbers were good, but owing to conditions few of the members were able to hear much, and it was not the committee's fault either.

After the theatricals were over there was an impromptu concert by the boys themselves.



ECHOS.

Geo. F. Mackey came down from the wilds of Rye, N. Y., and was made to earn his dinner besides paying first. He was delighted to "lift" the tickets.

* *

Was it inspiration that prompted E. F. Anderson to have that cut of a lot of hands in his ad last week? By a curious coincident, at one stage of the dinner, half a dozen men were on the platform, during an intermission, all wanting to be heard. They had their hands up in almost the exact altitude of those in the cut.

* *

"Lou" Reizenstein was there. Pittsburgh couldn't hold him when he received an invitation to come, and everybody was glad that he came on ahead of the wreck that took place on the "Pennsy."

* *

Never have there been so many buyers present as on this occasion. They came from nearly every State in the Union. Many of the boys took advantage of the invitation to come in business attire, but as a rule evening dress prevailed.

* *

The performers who kindly consented to enter-

tain the crowd, for a consideration of course, were above the average, and those who were close enough to hear them enjoyed their stunts. The story of the Irishmen who were glad the eggs were not poached brought down the house.

* *

The Slogan is 1000 members before the end of 1912.

* *

It was disappointing that William S. Pitcairn did not appear at the Salesmen's dinner in Kilts.

* *

There was a sufficient diversity of dress so that no one felt conspicuous whether in full, dinner, or business dress. Although the full dress had the greatest representations.

* *

Bawo & Dotter, Ltd., were well represented, their table having twenty-five persons of their own people including guests. W. H. Schreiber saw that no one was neglected in the matter of supplies. E. R. Thieler and his assistant F. Estroe were also at this table.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

to	Shipments week end'g Feb. 3, '12	Correspond- ing period 1911	Exports Jan. 1 to Feb. 3, '12	Correspond ing period 1911
Boston	60	201	437	827
New York	108	329	634	1255
Baltimore	284	127	1053	803
Philadelphia	35	....	274	416
New Orleans . . . . .	....	45	38	170
Newport News			29	4
San Francisco	46	....	143	18
Portland (Me.)	53	32	181	299
Galveston	1	6	76	323
Portland (Or.)	18	....	26	....
Inland Points	17	122	69	209
Total	622	862	2960	4354

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

TO	Shipments week end'g Feb. 3 '12	Correspond- ing period 1911	Exports Jan 1 to Feb. 3, '12	Correspond ing period 1911
New York	107	316	711	1178
Boston	60	201	437	722
Philadelphia	35	3	274	455
Baltimore	284	127	1053	803
San Francisco	46	....	143	18
New Orleans . . . . .	....	45	38	170
Portland (Me.)	53		181	154
Galveston	1	6	76	323
Newport News . . . . .	....	....	29	4
Portland (Or.)	18	....	26	....
Inland Points	17	....	78	87
Total	621	698	3046	3944

OUR PARTY,

Wow! It *was* a party,
You bet.
Never one so hearty
As yet.

'Tho' we kept within the mark,
We stayed till after dark.
Fill the waiters made remarks,
Oh! Get.

The grub was up to snuff,
A hit.
The smokes and liquid stuff,
Just it.

And the coons with merry song,
Kept us moving right along.
Gosh! we were a happy throng,
And fit.

A programme was prepared.
All right.
Although it poorly fared
That night.

We were so full of glee
That we really could not see
Why anyone but "we"
Had right.

The "ramble" by the "coon"
Was good.
The boys joined in full soon
And stood.

To join in the procession.
And we have to make confession
That it made a great impression
It should.

To "Pit" and all his pals
Who did
Hire all the coons and gals
Your lid
Forthwith to them must doff
For pulling this stunt off.
Oh, Billy, you're a toff,
You kid!

AT BOSTON.

GENERAL business among the trade in the Hub during the past four or five weeks has been, in the opinion of some of the leaders, but fair, in fact, much less than usually experienced at this period of the year, and is essentially due to the constant, excessively cold weather, which in great measure, disheartened buyers from visiting as many manufacturers' agents as they would otherwise have seen. The department stores have been advertising mark-down sales with real bargains, but with less response than expected, according to some of their buyers, solely on account of "bargain-seekers" not venturing out in the frigid temperature.

H. J. Smith, representing Cox & Lafferty, New York City, will honor the Hub from February 26th to March 3rd.

Fred Swasey, the well-known crockery jobber of Portland, visited the Boston coterie this week.

W. A. B. Dalzell, president of the Fostoria Glass Co., in an interview with George K. Marshall this

week, appointed him Boston representative, succeeding the late Henry T. Edwards. Mr. Marshall will assume charge immediately.

Mr. Tucker, of the firm of Chase & Francis, has returned from a Connecticut trip with plentiful orders.

W. J. Noble, representing John Davison, New York, was in town this week.

B. E. Taylor, buyer (Housefurnishing department) Jordan, Marsh Co., has returned from a trip to New York City.

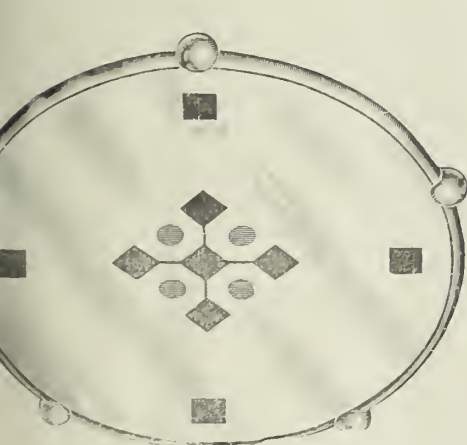
W. A. B. Dalzell, president of the Fostoria Glass Co., left Boston Thursday for Connecticut and New York City.

Visiting buyers include: O. K. Chabotte, Webster George Bruorton, The Shepard Co., Providence; George H. Rudderham, Almy, Bigelow & Washburn, Salem, Beverly Branch; Frank H. Dunmore, The Shepard Co., Providence; Arthur Racicot Bros., Webster; B. J. Twitchell, R. A. McWhirr Co., Fall River; James E. Hogan, Shartenburg & Robinson Co., Pawtucket, R. I.; John F. Tucker, Reed & Hughes, Lawrence, and F. A. Smith, A. G. Pollard Co., Lowell.

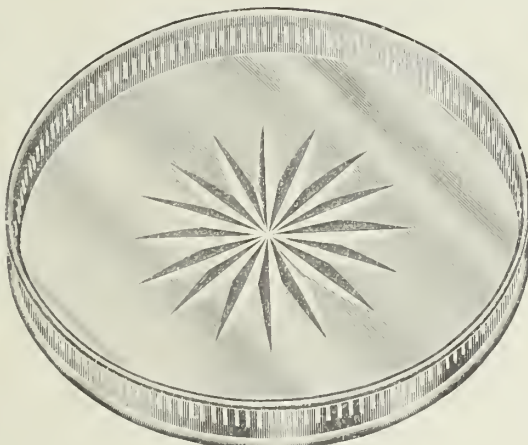
BUSINESS BRIEFS.

The Wabash Pottery Co., Roseville, O., increased its capital stock from \$15,000 to \$30,000.

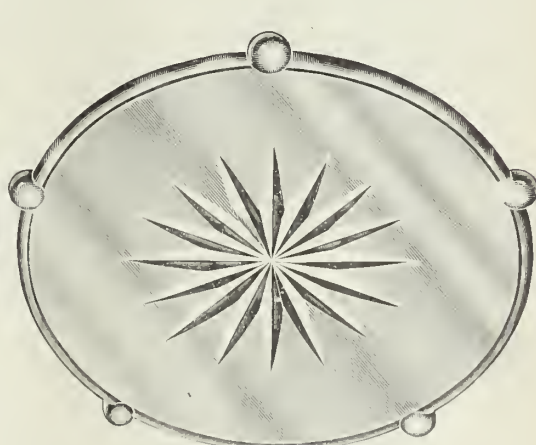
At a porcelain and art sale at Christie's in London on February 15, there was some noteworthy prices obtained. A James I. cup reached \$4,600, and three Apostle spoons sold for \$1,100 each. Some of the articles were knocked down to New York buyers.



CHINA TEAPOT TILE.



CUT GLASS COASTER.



CUT GLASS TEAPOT STAND.

PRODUCT OF SILVER & CO., BROOKLYN.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 22, 1912.

AS TO COMMISSION MEN.

IT would seem as if by this time business men would know the law governing commissions. Scarcely a week goes by, however, without somebody asking the old question, "When are commissions due?"

In the absence of a contract to the contrary a commission salesman has completed his work when he has made a sale and the seller accepts the order. Failure to deliver the goods or failure to pay for them does not concern the salesman in the slightest. This has been decided time and time again. Refusal to pay such commissions is sufficient cause for action at law. All that the salesman has to prove is that he was engaged to sell, that he has conformed to the prices and terms of the firm, that the order was regular and bona fide, and that it was accepted by his employers either by implication or directly. As it is not customary to acknowledge the receipt of all orders, if neither the salesman nor the buyer is notified to the contrary it is taken for granted that the order will be filled. The commission is thus due at once, and supposedly paid or credited to the salesman's account.

Of course, a contract may materially change all this. It may be stipulated that the commission shall be due only when the goods are paid for, or it may be arranged that half commissions shall be paid on receipt and acceptance of the order, the balance at a later date. It goes without saying that a contract must be filled to the letter, and it is the duty of the

firm to credit the salesman's account at once when the money is due him. He is also entitled to a monthly statement of how his account stands. This is particularly necessary when, as is often the case, he is entitled to commissions on mail orders sent to the firm while he is in some other part of the country.

Another point which is frequently the subject of controversy: A salesman is given territory with the understanding that he is to receive the benefit of all orders coming from that section. If the buyer visits the main office, or the principals call on him themselves, or if another salesman intrudes on his territory, the commission belongs to the salesman just as much as if he had personally obtained the order. On the other hand, if a salesman has no indicated territory, while he may "work up" a customer, unless he personally obtains the order he cannot claim the commission.

It is always best for both sides to have a contract wherein the conditions are set forth in plain language with as little legal phraseology as possible. If the intent be clear and both parties endeavor to live up to the terms there will be little trouble.

PERSONAL.

A TRIP to Europe is a pleasant recreation if one goes simply for pleasure. If one goes for business and does it frequently it becomes rather monotonous. Louis Hinrich left this week to buy for L. Straus & Son. This will make his thirty-second trip abroad. He is a hardworking, conscientious buyer, who does not spare himself, and does not regard the journey as an outing.

John B. Barny, who was with Alfred Moment (Redon & Co.,) who went to Mexico City some months ago with Olivia & Co. has returned to New York and is seeking a position.

William M. Oddie arrived in town on Friday last and will be in New York to greet friends during the import season, in fact, he will remain here for a month. Frank I. Bowman will also be in the city for a similar period.

Messrs. Martell and Lemieux were in the District this week buying glass, etc., for their firm, Renand & Co., Quebec, Canada, in liberal quantities.

Messrs. Ship and Clayton, who are really dry-goods buyers, traveled a little out of their beaten path this week, and visited the District, so that they

might place matching orders for the crockery and glass department of Thompson & Co., Nashville, Tenn. Mr. Thompson will be in the city about the beginning of March to place orders for new goods.



Mr. Blackman, of the firm Blackman & Lunkenheimer, Evansville, Ind., paid visits to many of the various agencies this week, leaving exceptional souvenirs behind him in the shape of orders. He is staying at the Grand Hotel during his sojourn here.



A. P. Doctor, representing the Central Glass Works, is very pleased with the liberal manner in which the buyers have ordered the new 'Minton' pattern. Every one who has seen it admired it.



Mr. Dunmore, buying for the Shepard Co., of Providence R. I., was more than welcome in many showrooms during the week. Social visits are very pleasant but calls that necessitate an order book and pencil are well worth while.



M. Takito left on Saturday for Chicago, feeling well pleased with the result of his stay in the city. He spent his time when here at the showrooms of Cox & Lafferty, who handle his line of Japanese specialties here in the east.



J. M. Sherwood, of Stork-Bates-Sherwood Co., has just returned from a trip through New York State. The success attending his efforts has been phenomenal, the lamps, although early for this line of goods, sold in large quantities both for immediate and future delivery while the line of housefurnishing goods that he carries were ordered most liberally. J. A. Bennett who returned to the office on Monday also reported a successful trip through New Jersey, Pennsylvania and Maryland. F. Warner who is now covering the New England States is sending in a goodly batch of orders each day. Altogether Mr. Sherwood is congratulating himself upon the state of business.



J. A. Ackley, of the Ackley China Co., Poughkeepsie, N. Y., was in the District last week. We are glad that he has recovered from his recent sickness and is able to be about again.



Ray J. Bour, Canton, O., was in the District purchasing lamps, china, glass and silverware for his store.



James P. Gordon with The Jones McDuffee & Stratton Co., who has been exhibiting at the Grand

Hotel this city, left for his home at Rochester on Friday evening. He returned to New York on Monday, and on Wednesday night went to Boston where he will remain for two or three weeks, or during the import season.



J. H. Snarr, of the Spokane Dry Goods Co., is at the Seville. He says that business is excellent in his section and he sees a big trade ahead.



Harry G. Mills, with the Homer-Laughlin China Co., is at the Earlington with a line of samples. He will remain until March first.



T. J. O'Connell, with A. Stowell & Co., Boston, spent a few days in New York last week. He is a connoisseur of fine wares and has a good following from those in his city who appreciate artistic wares.



Geo. H. Miller will hereafter buy for the Omaha Crockery Co. of which W. H. Maurer is president and E. A. Hinrich vice-president. Mr. Miller has been secretary ever since the formation of the company. Mr. Hinrich will remain with the concern in an advisory capacity.



John H. Whittman, salesman with the Daudt Glass and Crockery Co., Toledo, O., has announced his candidacy for commissioner. He has been with the concern for more than twenty years and has been a member of the city council for three years.



H. C. Bedlington, who buys for Goodwin's, Ltd., in Montreal, was in New York this week. He sails for Europe on the Olympic, leaving Friday. He is accompanied by A. J. Touranjeau, who is with Henry Morgan & Co., Montreal.



H. H. McBride, with the U. S. Glass Co., has gone to Atlantic City, for a two weeks vacation.



C. M. Stanton, Westerly, R. I., made his first visit this year to the city.



F. H. Dunmore, with the Shepherd Co., of Providence, R. I., is staying at the Gotham during his visit here.



Both Messrs. Martell and Lemieux left Quebec with the thermometer standing at nineteen degrees below zero, but they say that the cold here at two below is harder to bear.



F. B. Durston, who is here buying for T. S. Martin Co., Sioux City, Ia., says the trade is in a

prosperous condition, and that the agricultural movement out his way is helping business.



W. E. Lang of Fredericksburg, Va., was at the salesmen's dinner with R. E. L. Wells, and enjoyed it extremely.



J. Goldstein of Long Branch was brousing around the District one day this week with his manager.



George H. Kefaver, with R. C. Reynolds, Troy, N. Y., thinks that the city of collars and shirts is just about right. He is here placing orders in most satisfactory quantities.



E. H. Rush, of the Marguerite Mfg. Co., Brooklyn, makers of pearl top salt shakers, was in the District during the week with his arm in a sling. He had the misfortune to get his hand caught and mangled in the machinery.



Marion G. Bryce, of the U. S. Glass Co., was in New York last week and remained to attend the salesmen's banquet.



F. Jacobs, formerly with C. E. Joslin, dealing in hotel supplies, has started in business for himself. She has been in the business for twelve years or more and, to use her own words, "Everybody in the trade knows Fanny."



M. F. Oppenheimer is now with Samstag & Hilder Bros. in the import department.



Frank & Co. have leased premises at 114 and 116 East 16th street, opposite George Borgfeldt & Co., where they will display their hotel supplies and carry a large stock.



S. H. Baer has the management of a silver deposit department just started by the Colonial Art Metal Works.



E. W. Merrill, buyer of crockery and glass for the New England Furniture and Carpet Co., Minneapolis, has been distributing his favors around the District during the week.



C. F. Monroe was in town last week to consult with the New York office staff.

STERN BROS. TO MOVE.

STERN BROS. have completed negotiations for a large plot on West Forty-second street and will remove their business there as soon as a new

eight-story building can be completed, which will be about a year. The site of the new store will be on the north side of Forty-second street nearer Sixth than Fifth avenue and the store will extend through to Sixth avenue. The combined site has an area of 78,000 square feet, or more than half again as much as the area of the present Stern store.

AT CHICAGO.

THE early activity in the crockery trade which manifested itself during the first of the month has grown to such an extent that the dealers and manufacturers are strong in their belief that the coming season will be one of the best in many years. Considerable interest is shown in all branches of the trade, especially fancy china.

* *

The office and show rooms of Louis Wolf & Co. have taken on a particularly busy look since the first of the month and they are now prepared to take care of the largest bunch of orders they have had in some months.

* *

With the moderation of the weather comes the influx of out-of-town buyers and the glass trade in Chicago has taken on a healthy tone. The buyers who have been held back by the extreme weather have begun to arrive and the wholesale houses and display rooms are displaying their new stocks.

* *

In talking of trade conditions Mr. J. A. Jacobsen, who is one of the big glass men of this city said: "Trade is showing splendid signs of a speedy recuperation from its present dullness and by next month I believe it will be running nicely.

* *

Mr. Gardner and Mr. Mills, of the American Speciality Co., left this week for a visit to Cleveland, Ohio. They expect to be gone about three weeks.

* *

Mrs. Blackburn, buyer for Chamberlin, Johnson & Dubois, visited the local display rooms of several of the wholesale houses this week.

* *

Paul Fueslein, of the Bawo & Dotter, Ltd, is still in New York sending out his line of samples. Mr. Fueslein expects to return about March first.

* *

Mr. Marshall, of the Fostonla glass Co., who has been out of the city for several days has returned.

* *

F. B. Tinker's office, where the goods of Krantz & Smith Co.'s are on display, has been a very busy place this month with the arrival of the new goods. Mr. Tinker has been showing his new stock and when called on by a representative of this journal

said that prospects were good, but that he was too busy a man to go into details over the coming season.

* *

Mr. Hull, of the Pierpont Corporation is showing his line of goods at the Palmer House.

* *

Mr. Austin, of Austin & Co., has his line of lamps on display at the Palmer House.

IN TOWN

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

Jos S Buford, with Phillips & Buttorff, c, Nashville, Tenn. Private.
J D Jardine, with Smith & Murray, hf, Springfield, Mass. 55 White.
W L H Ledger, with Brown, Thomson & Co, hf, t, Hartford, Conn. 2 Walker.
A K Burnham, with Reid & Hughes Co, t, Waterbury, Conn. 75 Spring street.
E D Stauffer, with May Co, s, t, Cleveland, O. 4 Washington Place.
O H Griggs, with Scott-Griggs Co, hf, Cleveland O. 4 West Twenty-second street.
J Kohnfelder, with Siegel, Cooper Co, hf, Chicago. Sixth ave and Twentieth st.
W Kennard, with Frederick & Nelson, hf, Seattle, Wash. 22 E Seventeenth st.
B Montjoy, with L S Ayres & Co, hf, Indianopolis. 31 Union Square.
Miss M A Kelly, with McDougall & Southwick Co, c, g, Seattle, Wash. 214 Church.
J E Miller, with W F Gable & Co, hf, Altoona, Pa. 2 Walker.
Felix Kohn, with Herman Straus & Sons Co, hf, Louisville, Ky. Longacre.
B E Taylor, with Jordan, Marsh Co, hf, Boston Mass. 31 Union Square.
R N Caird, with Sweeney Co, hf, c, Buffalo, N Y. 75 Spring.
W B Stanton, with Stewart & Co, hf, Baltimore, Md. 214 Church.
E C Kellogg, with Jones Dry Goods Co, t, Kansas City. No. 214 Church.
Mr Lemieux and C F Martel, with Renaud & Co, c, g, Quebec, Canada.
M Blackman, of Blackman & Lukenheimer, Evansville, Ind. Grand Hotel.
F H Dunmore, with Shepard Co, hf, Providence, R I. 31 Union Square.
B J Gaus, with G. N. Snook Co, hf, Wheeling. New Grand.
A R Willauer, with W Lauback & Sons, hf, Easton, Pa. 41 Union Sq.
Wm K Cottrell, with C K Whitner & Co, hf. Reading, Pa. Navarre.
L Goodkind, with Mannheimer Bros, C, St. Paul, Minn. 320 Church.
E D Garrison, with Sanger Bros, hf, Dallas, Tex. 15 Mercer.

H E Claus, with Duffy Powers Co, hf, Rochester, N. Y. 45 East Seventeenth.
W R Cummings, with David Harley, Co, hf, Pawtucket, R I. Latham.
J H Lanham, with J H Lamham & Sons, hf, t Rome, Ga. Herald Sq.
W P Briggs, with Sibley, Lindsay & Curr Co, c, Rochester, N Y. 454 Broome.
J A Amstrong, with J N Adam, Co, c, Bufflo, N Y. 214 Church.
C H Baxter, with J Bacon & Sons, hf, Louisville, Ky. 214 Church.
F C Day, hf, and L M Freeland, c, with Montgomery Fair, Montgomery, Ala. 214 Church.
Mr Lawrence, with Killian Co, hf, Cedar Rapids, Ia. 41 Union Sq.
F P Ford, with Scruggs, Vandervoort & Barney D. G. Co, St. Louis, Mo. 214 Churah.
Mahood Bros, c, Kingstown, Ont.
J E Wilmot, c, Ottawa, Canada.
W G Kline, with Wise-Smith & Co, c, Hartford Conn.
F H Sturtevant, with Forbes & Wallace, c, Springfield, Mass.
Mr Dulin with Dulin & Martin, c, Washington, D C.
H C Bedlington, with Goodwin's Ltd, c, Montreal.
A J Touranjeau, with Henry Morgan & Co, c, Montreal.
C H Stanton, c, g, Westerley, R I.
Chas Emerson & Sons, Haverhill Mass.
W E Lang, Fredericksburg, Va.
Geo H Kefaver, with R C Reynolds, Troy, N Y.
W F Walker, with E W Edwards & Son, hf, Syracuse. Elks.
J E Fronani, with Woodward & Lothrop, c, cut glass, Washington. 335 4th ave.
T Barker, with R H White, hf, Boston. 41 Union Square.
J Orlebecke, with H C Prange Co, hf, Sheboygan, Mich. 45 E Seventeenth st.
J J Jacklin, with Siegel Store, hf, Boston. Sixth ave. & Nineteenth.
J W Waldorf, with Hochschild, Kohn & Co, hf, Baltimore. 220 Fifth ave.
F J Stanley, and A C Hislop, with Porteous, Mitchell & Braun Co, hf, Portland, Me. 55 White.
J B Brosseau, with Ed Malley Co, hf, New Haven. 320 Church.
J C Lynch, with Stewart D G Co, hf, Louisville. 214 Church.
J L Haines, with Castner, Knott D G Co, hf, Nashville. 214 Church.
H G Shoonmaker, with Miller, Rhoads & Swartz, hf, Norfolk, Va. 320 Church.
W W Dodge, with J G Myers Co, hf, Albany. 41 Union Square.

ENAMEL WARE MIXUP.

PECULIAR conditions in the fixing of prices of Kokum Swedish enamelware in the markets of Europe have found a reflection in the relation of William Grosse, of San Francisco, an importer, to the customs officials and laws. Grosse, who was compelled to pay \$975 storage on 650 cases of the ware "held up" by the customs officials during

investigation of a charge that the importer had undervalued the consignment, feels that he has a grievance against the Treasury Department, while the special agents of the department still are continuing their efforts to establish the technical charge of undervaluation.

Some time ago the Swedish government placed a forty per cent duty on enamelware exported, giving the Kokum ware manufacturers an absolute monopoly. The result was that Kokum ware now is sold at forty per cent less in other European countries than in the land of its manufacture. Only seven per cent of the output is used in Sweden, and the American importers maintain that the valuation should be based on the market price where the bulk of the ware is sold, and not on the higher price established in Sweden.—San Francisco Post.

ON THE PACIFIC COAST.

PRACTICALLY all the wholesalers have their 1912 lines complete now. Import samples have been arriving all month and are rapidly being arranged for display at the various sample rooms. The new samples from eastern factories have been in for some time and have been shown quite extensively along the entire Coast. Prospects have been fine for a big season but generous buying has slackened up a little the last week. This is attributed by many to the lack of rain throughout the State which has a tendency to make merchants cautious.

Marsh & Kidd have this week received a large shipment from the Duncan & Miller Glass Co., which consists of samples complete of that company's new 81 line of pressed tableware.

A. A. Otte, Coast manager of the Pittsburgh Lamp and Glass Co., returned a few days ago from a trip through the northwest and now has charge of the local office while Clifton Lewis is making a trip to the southern part of this State, Arizona and New Mexico, in the interests of the same company.

B. F. Heastand has taken over a new line from the Niagara Cut Glass Co., Buffalo, N. Y. It is a popular-priced line and is meeting with success along the Coast.

C. C. Cheeny, representing the Libby Cut Glass Co., is registered for a short sojourn at the St. Francis.

Mr. Cronmeyer, representing Bawo & Dotter, Ltd., has just returned from New York and is busily

engaged in arranging the new 1912 import samples for display at his headquarters.

A. B. C. Dohrman, of the Dohrman Commercial Co., is leaving the end of this week for a short trip to Los Angeles.

Louis D. Mandell, a wealthy merchant and exporter of Chinese wares from Hongkong, China, arrived a few days ago with Mrs. Mandell on the steamer Korea and took apartments at the St. Francis.

On his trip to Europe, C. Hass will be accompanied by A. L. Gump. They will leave here about the first of March to be gone about three months.

Himmelstern Bros. have an attractive display of Pope-Gosser open stock dinnerware patterns at their sample rooms.

An additional line of silver deposit ware made by the Fostoria Glass Co. has been received at their sample rooms. It is a plain line, no engraving, and slightly cheaper than any the company has put out before.

D. F. HAYNES & SON IN TROUBLE.

A PETITION for a receiver for the old pottery company of D. F. Haynes & Son was filed last Saturday. In a letter to us they say:

Baltimore, Md. Feb. 20th, 1912.
CROCKERY AND GLASS JOURNAL.

Gentlemen:—On February 16th the Circuit Court No. 2, of this city, appointed Maurice E. Skinner, Esq., receiver for this company. The business for several months past has been conducted at a loss, due to insufficient capital, and we thought it to the best interest of the creditors to ask the protection of the Court. We believe the Company can be made to pay in full, making due allowance for shrinkage.

Mr. Skinner will be pleased to confer with the creditors from time to time, and he will be prepared to give any information relating to the business, and we ask for him your hearty co-operation.

Yours very truly,

D. F. HAYNES & SON, INC.

The pottery was started by D. F. Haynes in 1881, and in 1882 George H. Miller came in as a partner. In 1885 Mr. Miller died and in 1886 the firm failed. The business was sold to Haynes & Bennett and remained under that title till 1895 when Frank R. Haynes came taking Mr. Bennett's interest and the firm then became D. F. Haynes & Son. In 1898 D. F. Haynes died and the concern became a corporation under the laws of Maryland. It is confidently believed that in a short time matters will be amicably arranged. Meanwhile the business will go on under the receiver.

The New York Crocery and Glass District.

Bassett's letter writer endites an epistle to the ladies this week. With his usual versatility he turns an abstruse topic into a "boost" for the Dinnerware House of America, and Bassett's stock patterns.

The new deep plated etching on the Fostoria Glass Co. blown tableware, known as 803 optic, is finding much favor with the buyers. The design is in good taste.

The Ahrenfeldt and Schierholz lines shown by Herman C. Kupper are pronounced by buyers to be the best these factories have ever displayed, and have backed their opinion by liberal orders. Not only are they handsome, and prices right, but when the stock is shipped the ware is always up to sample.

Charles Baum is making a specialty of bevel and beaded crystal glass plateaux for cut glass. He claims that buyers can save time and money by investigating his line, and that no matter how large the orders he can make shipments within three to five days.

Maddock and Miller are carrying many excellent designs of English earthenware. The line of John Maddock & Sons has built a reputation that is invaluable. There are twenty-five open stock patterns, in a variety of designs that will suite any taste. The dinnerware from Allertons, Ltd., is made in various designs, one being an old Stockholm pattern, which has been a favorite for many generations. They carry both these lines in special crate assortments, ready for immediate shipment.

The Consolidated Lamp and Glass Co. are being complimented upon their three new lines of lighting goods this season, known as the Argenta, Sienna and Mandarin. The Argenta is particularly attractive and the silver etching looks very brilliant when illuminated.

Cox & Lafferty are showing a line of lamps

from the Swedish Metal Co. that are very attractive, one in particular is worthy of notice. The standard is an imitation of the trunk of a tree, with knarled roots and finished in verdi antique. This supports a 22½ inch dome of Mosaic glass decorated with foliage and blossoms, forming a very handsome design.

The new patterns at the showrooms of Porcelaines G. D. A. are exceptionally good this year and should claim the attention of the visiting, as well as the local, buyers. The usual quiet style which is always in good taste has been followed this season and is as artistic as ever. The colorings too are up to their well-known standard. The stamp on the ware is a guarantee of the excellent body and glaze. Quality of ware is synonymous with porcelaines G. D. A.

Malone & Nicholson, 32 Park place, are showing some very novel effects in lighting glass from the Eagle Glass and Mfg. Co. There are shades with an onyx effect, others prismatic and posted, but the prettiest are those with floral decorations painted by hand on the inside. The effect when illuminated is soft and artistic.

The Strobel & Wilken Co. have a large section of the north wall of their wareroom devoted to small wares and novelties. A feature is a line which shows a combination of bisque, and that which at the first glance looks like a textile fabric. In a statuette the head and limbs are of china and the clothing is imitated by this new treatment. Some pieces are comic—some serious. The new dances like the "Turkey Trot," "Grisley Bear" and the "Wiggle," are illustrated in these figures. The display is very interesting.

Simply pretty decorations are not always the most lasting, or in other words are not the kind of things that one can live with day in and day out. Bryce Bros. know this, consequently when they apply new designs it is only after much thought and deep research. Simplicity and beauty is the rule with

hem the result being patterns with merit. The enaissance period has furnished much data for their ew pantograph etching. A graceful garland pentant from well conceived borders forms a delightful festooning. The delicate shapes are works of arts, he flared bowl of the goblets being supported by cut stems, are all in keeping with the style of the period. There is much to be seen in this showroom including stone engraving, rock crystal cuttings, deep plate and needle etching.

George N. Blust has received from the Pittsburgh Lamp Brass and Glass Co. a number of new gas and electric portables, fitted with a handsome line of decorated glass shades in iced, art nouveau, floral and conventional designs.

The Crown Novelty Co. have just put on the market a new plain plateau that for price will meet the approbation of buyers. The new decorated plateau is finding much favor, the design is cut on the under part of the mirror. The idea is good, the advantage being that the same design is applied to a complete line. They have also just put on the market a new electrolier with novel features, The standard is an inverted cone shaped glass vase. Three arms in the form of drooping lilies spring from the base. The bloom being represented by decorated shades. With flowers in the vase and the lights turned, on a more affective table ornament will be hard to find.

Robt. Slimmon & Co. are showing a large line Scotch Mottoe ware in jugs, teapots and a long list of fancy pieces. These goods are all hand painted. They bear some quaint mottoes. One is, "The Midnight Wabblers," another, "Has anyone seen my girl," and another, "Only to see her face." There is a trick jug, full of holes at the edge and yet by some manipulation, water may be quaff without spilling a drop. There are little jugs whose mouths are larger than the body. Besides these there are scores of interesting pieces. Of course the Old Willow patterns of dinnerware are still going strong.

The Duncan & Miller Glass Co. have sent to Paul Joseph several new samples, among which is a pressed glass basket, with fluted decoration of a colonial design bearing also a star that has rays cut from the points giving the effect of a cut star. The outline of the basket is graceful and the handle, which is molded on to the body, not stuck on, is twisted on the order of a cable.

Lenox Inc. has arranged a beautiful display of the Beleck and bone chinaware, suites 80 and samples 82 at the Astor House. The Virginian pattern which was new last year has fully justified its appearance on

the market, and is greatly in evidence in this display. There is an entirely new dinner service in Beleck china, and the soft ivory tone of the body and the rich gold borders are proving very popular. The ladies liking them very much as they harmonize with nearly all decorations.

A transformation has taken place in the show rooms of Ledden & Bates. The Guernsey Earthenware exhibit which was formerly displayed on tables, in the center, is now shown upon shelves with mirror backings. The improvement to the show rooms is very noticeable.

Stork, Bates & Sherwood report that they are doing an excellent business in their new lamps and domes. The patterns have evidently pleased the buyer.

The Tajimi Co. are showing a long line of the well-known "Howo" pattern, blue and white, open stock dinnerware in Japanese porcelain. They also have a new line of ivory matt with gold decorations that is very pleasing.

Fred Skelton is now comfortably housed in his new quarters, 71-73 Murray street, where he occupies half of the ninth floor. His samples are all well arranged on black background, which shows the metal in excellent shape. The samples of the Jefferson Glass Co. where never shown to greater advantage and the new showroom is an unqualifying success.

Abels & Co. have just brought out a rubber-covered easle of extra quality that is out of the ordinary, and which they guarantee. Their regular line of brass and wire easles, racks and plate hangers are well known.

COMMITTEE OF CUT GLASS MEN MEET.

THE executive committee of the Cut Glass Manufacturers' Association held a meeting at the New Grand Hotel last Thursday. A sub-committee on freights was appointed to investigate unjust discrimination. The glass men are paying double first-class rates, which on a shipment to points on the Mississippi amounts to three and a half per cent on the invoice, while west of that the charge is almost prohibitive. It is said that the average package is valued at less than fifty dollars, and the claim of the transportation companies that the value of the ware makes the rate necessary is unfounded. A full meeting of the association will be held on June 20 when a banquet will be given. The association now numbers sixty and includes ninety-six per cent of all the cutters of pressed blanks.



IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for two weeks ending
February 13, 1912.

ANTWERP

256	packages glassware	B Gunthel
6	"	Fensterer & Ruhe
13	"	Graham & Zenger
2	"	C J Dierckx & Co
95	"	Miscellaneous Orders
9	earthenware	L Straus & Sons
26	"	G F Bassett & Co
28	"	Bawo & Dotter
10	"	Strobel & Wilken Co
19	"	Miscellaneous Orders
17	chinaware	Vogt & Dose

BREMEN

3	packages glassware	L Straus & Sons
25	"	J H Venon
3	"	Eimer & Amend
4	"	Samstag & Hilder Bros
12	"	A Steinhardt & Bro
810	"	Miscellaneous Orders
25	chinaware	Strobel & Wilken Co
179	earthenware	Geo Borgfeldt & Co
89	"	L Straus & Sons
4	"	Bawo & Dotter
12	"	Knauth, Nachod & Kuhne
111	"	Miscellaneous Orders
146	toys	Geo Borgfeldt & Co
8	"	Bawo & Dotter
181	"	F W Woolworth
10	"	F A O Schwartz
11	"	A Steinhardt & Bro
143	"	Strobel & Wilken Co
279	"	Miscellaneous Orders

COPENHAGEN

21	packages earthenware	Geo Borgfeldt & Co
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HAVRE

67	packages chinaware	Wm Guerin & Co
15	"	H R Churchill
5	"	Bawo & Dotter
179	glassware	E Utard

LIMOGES

168	packages chinaware	Theodore Haviland & Co
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TRINTE

211	packages glassware	A L Crawford
98	"	Fensterer & Ruhe
70	"	L Straus & Sons
576	"	Miscellaneous Orders

LIVERPOOL

31	packages earthenware	W S Pitcairn
2	"	Fondeville & Van Iderstine
1	"	J Wygand & Co
10	"	G F Bassett & Co
5	"	Maddock & Miller
2	"	W H Plummer
5	"	Bawo & Dotter
32	"	Strobel & Wilken Co
9	"	Miscellaneous Orders
10	toys	Strobel & Wilken Co
4	"	Geo Borgfeldt & Co

ROTTERDAM

2	packages earthenware	Bawo & Dotter
3	"	Lazarus & Rosenfeld
16	"	L D Bloch & Co
40	"	C L Dwenger
647	"	Miscellaneous Orders
26	glassware	Graham & Zenger
96	"	Miscellaneous Orders

HAMBURG

80	packages glassware	Fensterer & Ruhe
7	"	Eimer & Amend
66	"	Kmy-Scheerer Co
80	"	Geo Borgfeldt & Co
6	"	DeKeyser & Co
6	"	F Bing & Co
3	"	J Wygand & Co
5	"	O O Friedlander
26	"	L Straus & Sons
22	"	Samstag & Hilder Bros
4	"	Herman C Kupper
16	"	Knauth, Nachod & Kuhne
7	"	Strobel & Wilken Co
573	"	Miscellaneous Orders
70	earthenware	Bawo & Dotter
1	"	J Wygand & Co
8	"	O Goetz
82	"	L Straus & Sons
47	"	L D Bloch & Co
24	"	F W Woolworth
5	"	N Wapler
8	"	J Palme
849	"	Miscellaneous Orders
85	chinaware	Strobel & Wilken Co
45	toys	B Ilfelder
3	"	Knauth, Nachod & Kuhne
7	"	DeKeyser & Co
8	"	Lazarus & Rosenfeld
58	"	Strobel & Wilken Co
383	"	Miscellaneous Orders

FIUME

32	packages toys	Strobel & Wilken Co
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SOUTHAMPTON

10	packages chinaware	J H Venon
21	"	L D Bloch & Co
25	"	H Creange
5	"	Bawo & Dotter
38	"	Miscellaneous Orders

LONDON

4	packages toys	Geo Borgfeldt & Co
4	"	Samstag & Hilder Bros
1	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

89	packages earthenware	Jones, McDuffee & Stratton Co
8	"	Richard Briggs & Co
103	"	Mitchell, Woodbury Co
6	"	A W Chesterton
9	"	R Slimmon & Co
84	"	American Express Co
16	"	E Boote
3	"	G F Bassett & Co
49	"	F W Woolworth
7	"	Rowland & Marsellus Co
5	"	B D Webber
11	"	Meakin & Ridgway
12	"	Miscellaneous Orders

ANTWERP

18	packages earthenware	Jones, McDuffee & Stratton Co
11	"	Geo Borgfeldt & Co

MANCHESTER

38 packages earthenware.....American Express Co

GENOA

1 package earthenware.....R F Downing & Co
1 " "Miscellaneous Orders

HAMBURG

13 packages earthenware.....Jones, McDuffee & Stratton Co
5 " "Bawo & Dotter
39 " "American Express Co
11 " "F W Woolworth
29 " "Natchal Despatch Co
2 " "R F Downing & Co
69 " "First National Bank
13 " "Ocean Transit Co
14 " "Patterson, Wylde & Co
1 " "Stone & Downer Co
105 " "J E Berry
5 " "Lazarus & Rosenfeld
24 " "L Wolf & Co
8 " "Geo Borgfeldt & Co
185 " "Miscellaneous Orders

ROTTERDAM

2 packages earthenware.....Bawo & Dotter

CHINA AND JAPAN

7 packages earthenware.....Miscellaneous Orders

THE DEVELOPMENT OF EAST LIVERPOOL.

IN 1798 the present site of East Liverpool, then a tract of wild woodland, was purchased by Isaac Craig of Pittsburgh, from the United States Government. The sum paid was \$2,181.50, the deed for the property being acknowledged before President John Adams. For \$3,651 two years later Craig disposed of the site to Thomas Fawcett, from which period the development of the city practically dates.

Following this Fawcett established the village of St. Clair. Later it became known as Fawcettstown, which remained its name until 1830, when a postoffice under the cognomen of East Liverpool was established by the government.

The basis of the pottery industry was established in East Liverpool by James Bennett, who went there from Newhall, near Woodville, a pottery district in Derbyshire, England, in 1834. Experimenting in vain in New Jersey and Indiana, he finally found at East Liverpool a clay for the manufacture of yellow ware. With funds provided by Anthony Kearns he erected the pioneer pottery in the city on Second street.

The famous Rockingham ware was made by the firm. Some of their pottery, particularly the octagon-shaped spittoons, are still sold in the market. The plant was removed to Birmingham, now part of Pittsburgh. The local concern was then transferred to Samuel, Jesse, Thomas and John Croxall, all now deceased, who operated the factory. The establishment, now known as the Croxall pottery, is still doing business.

Second in the list of distinguished men in the pottery business comes the late Benjamin Harker,

who established the Harker pottery on the river road.

John Goodwin in 1843 erected a pottery and manufactured yellow and Rockingham ware. Twenty years later he built the Novelty pottery works which is now the property of the D. E. McNicol Pottery Co.

From a single kiln for bisque and glost ware constructed in a plant by the late Isaac Knowles and Isaac A. Harvey in 1854 has developed the present enormous concern of the Knowles, Taylor & Knowles Pottery Co.

Dating from this period the pottery business assumed immense proportions. Other plants were soon erected and the city gradually received merited recognition from the outside world. About thirty potteries are now doing business in the city, while the big plant of the Homer Laughlin China company, Newell, and the concerns of the Edwin M. Knowles China company and the Taylor, Smith & Taylor interests in Chester might also be counted in the city.

Many advantages are offered the manufacturers by their connections with the Pennsylvania system via the C. and P. railroad and other transportation avenues to southern points and elsewhere by the Ohio river and the Youngstown and Ohio River Railroad company.

With adequate local and interurban traction service by means of the lines of the Tri-State Railway and Electric company, the Youngstown and Ohio River Railroad company and the Newell Street Railway company and the C. and P. railroad, the city is accessible from all points. Included in the accommodations are also two suspension bridges connecting the hustling West Virginia towns of Chester and Newell with East Liverpool.

OUT OF HIS EXPERIENCE.

WHILE on a recent visit to this city a large china and glass buyer from the South said:

"I have always found that the firm that is continually 'knocking' a competitor does so because it has something to be afraid of. In many cases I have gone directly to the house which was the recipient of the hammering and found the goods superior, price and everything considered.

"In buying novelties, I invariably place a small sample order for those that appeal to me. It is a pretty easy matter to test the merits of an article in this fashion.

"Another thing which I consider important for a buyer to keep in mind is not to take consignment propositions indiscriminately. If the buyer is honestly under the impression that the goods are O. K. it is all right; but just to take up a proposition because it does not involve any expenditure is bad policy. The goods may become damaged or broken, and, of course, will have to be paid for in the end."

Around the Glass and Lamp Factories.

**Pittsburgh and
Vicinity.** Manufacturers of lighting glass
ware in the Pittsburgh district are
preparing to show a number of
new creations ere another month

passes. During the last few years there has been an exceptional increase in this line of business, and there is no telling where it will end. The increased use of electricity has caused the manufacturers to devote more time to the creation of shades for the home use, and at the same time attention is also given to the gas lighting lines. The Pittsburgh Lamp, Brass & Glass Co. is said to be working on a new line which will eclipse anything the company has ever brought out.

The United States Glass Co. has just brought out as additions to their Plymouth Rock pattern four sizes in fruit and flower baskets. Similar additions have also been made to their new Athenia pattern. M. G. Bryce, manager of the commercial department of the companies has returned from a business trip.

Judging from the views expressed by the manufacturers of fruit jars the coming season gives promise of being an exceptionally busy one.

The McKee Glass Co. is now showing their new "Totec" heavy pressed figured line of table ware. Samples of this new line are being shown in all sample rooms.

An opal glass tumbler, plain in effect, and for use in restaurants for serving milk is a late specialty which is being offered the trade.

The Kinney & Levan Co. are showing a new heavy figured footed cut glass flower vase, which is really a handsome creation. It is the product of their own factory.

According to information received here, the Haskins Glass Co. has resumed operations in full at their Martins Ferry plant. A number of new shapes and effects in lighting glassware are about ready to be shown the trade.

Report is current here that the old Patterson

Glass Co. will resume operation at its plant at Cameron, W. Va., ere long.

After spending several days at the home office, W. A. Reaper, salesman for the Co-operative Flint Glass Co., at Beaver Falls, has left for the road. He is carrying a complete line.

The annual meeting of the stockholders of the Pittsburgh Brass Lamp & Glass Co. was scheduled to be held this week, the meeting being held at the general offices in this city.

Glass manufacturers are very much interested in a new fibre package which is just being placed on the market for the packing of small shipments. The item is just being put on the market here, and is a Pittsburgh creation.

C. A. Shoup and his son, accompanied by Secretary M. Schmidt of the Rignier & Shoup Co., of St. Joseph, Mo., were in the District during the last week placing their business with glass factories. They left here for the pottery district, then planned an invasion of the eastern markets.

The new display rooms of B. F. Pritchard in the Jenkins Arcade Building will be opened to the public and buyers during the coming week. The samples of glassware shown in mission effect cases, which makes the display room the most elaborate west of New York.

The Philip-Semmer Co. are showing a number of new effects in gas and electric portables. These are hand hammered brass, having a mosaic shade, and are made in various sizes. Their new piano lamp in this design is a distinct novelty.

Although the Tarentum Glass Co. did not exhibit at the Fort Pitt Hotel this year the volume of business they have done is eminently satisfactory and they have saved the expense. Their road men were busy seeing that no trade got away from them.



THE CONDITION OF BUSINESS.

Business is very good taken as a whole, **New York.** though during the last part of last week some of the importers complained that they saw few visitors. The city is crowded with buyers, and some of the big establishments have had hard work to wait on the trade, as the buyers seemed to congregate in certain places, all at the same time, which perhaps accounts for the lack of them in other places.

All kinds of imported ware are in demand even German fancy goods, which have been neglected so long. German dinnerware is very active, as are all the staples.

French goods have moved more freely during the past week than at any other time during the present season, and the importers are feeling very much encouraged.

English china, particularly the medium priced ware, is selling very well. Earthenware lines are holding their own with last year.

American crockery is a little quiet at the potteries but the men on the road are doing well. Salesmen who make New York say that business with them is good but local agents are complaining that the department stores are not buying from them. Putting off buying as they usually do till the last minute.

The market for domestic glass is very good, the local men now getting their share. The factories however are not seeing many visitors.

The cut glass men are themselves surprised at the volume of business there is, particularly in the very cheap lines. The high grade goods are going well, but naturally not in the quantities that the low priced wares are moving.

Lamps are rather, quiet but it is out of season and there is no cause for a complaint.

Imported dolls and toys are in excellent request and it looks like a big year.

Housefurnishing goods are in astonishing demand. Everybody is busy.

Retail trade in the city is quiet though "special" sales have brought out many buyers. An improve

ment in the country trade is noticed since the cold spell has disappeared.

East Liverpool and Vicinity Manufacturing potters in the western territory are receiving a considerable amount of mail business, and with what the salesmen are sending in, the plants are running on very good time. In many instance salesmen are striking towns where buyers are away, but orders from these houses have preceded them. February shipments so far give promise of equaling if not going ahead of the January records.

Pittsburgh and Vicinity A better business on all general lines is being experienced with glass factories in this locality. Staple lines are in demand, while the light cut lines, and blown ware are moving as good as ever. It will not be long until the new lamp lines are out, and a few inquiries are now being received concerning these goods for the coming season.

Sebring, O. Potteries in this territory are working as full as ever, and while the capacity of the district has been increased by nine kilns, there appears enough business moving to keep all working up to the full standard.

AT THE NEW GRAND HOTEL.

THE representatives who are showing samples at the New Grand Hotel all claim to be getting a good share of business. Their displays are all good, the new designs in cut glass being above the average. The pottery shows marked improvement with original and attractive patterns. Buyers were seen in the various exhibits constantly during the week.

A. Adler who is exhibiting the Herbeck-Dermer line of cut glass will remain until the end of the month.

J. C. Deens of the D. E. McNicol Pottery Co., had an extensive exhibit during the week showing the "carnation" shape dinnerware of which he has forty different decorations.

F. H. Gallagher from Pittsburgh, who is with the Sterling Cut Glass Co., has an exhibit in room 4. C. D. Lauer, the president and secretary of the company, joined him on Monday. Much success is attending them in their new floral line.

Among the Potteries

East and West

East Liverpool While no local pottery manufacturers will have an exhibit at the Clay Products Exposition at Chicago, March 7-12, there will be a

generous display of American pottery under the individual direction of those in charge of the Exposition. An arrangement has just been perfected whereby some excellent samples of American ware will be displayed, and at the same time these samples will be sold as souvenirs to visitors. There is evidence just now that inasmuch as this is the first exposition of the kind ever held in the United States, that the attendance will be exceptionally large.

* *

The United States Potters Association, through secretary-treasurer Charles C. Ashbaugh, has been invited to take part in the Eighth International Congress of Applied Chemistry which will convene first in Washington and then in New York next September.

* *

Frank I. Simmers, showing the full line of the Hall China Co., has been spending the last ten days in Chicago.

* *

Among the buyers in the district during the last few days have been the following: John J. West, with the Powers Mercantile Co., Minneapolis, Minn.; A. J. Campbell, Bessmer, Ala.; C. A. and M. C. Shoup, of the Regnier & Shoup Co., St. Joseph, Mo., and their buyer, F. Schmidt, who is also secretary of the company. Mr. West, by the way, is a brother of George West of this city, and for years western for the Vodrey Pottery Co.

* *

James M. Allen, of Kingston, Tenn., general southern representative for the Smith-Phillips China Co., has been spending the last week at the home office. He reports that the outlook for good business in the southern territory during 1912 was exceedingly bright.

* *

The Potters Co-operative Co., continuing their policy of keeping up with the times, in showing a new specialty plaque upon which decal Boy Scout scenes form the treatment. There are a series of

these "decals" and an exclusive edition has been procured.

* *

John T. Cartwright has returned from a southern and western trip in the internst of the Cartwright Bros. Pottery Co.

* *

News has been received in the district that Mrs. I. Bently Pope and daughter, of Coshocton, have gone to Southern California, where they will spend ten weeks with friends.

* *

Thomas R. Harsha, a former resident of this city, who went to Athens, Ga., and with several associates started a new pottery. Specialties are being made from native clay.

* *

After an illness lasting about three weeks, J. R. Warner, president of the Warner-Keffer China Co., has returned to his desk feeling very well, but still a little weak. Fred Kline is working the eastern trade, while H. L. Webber is covering the western territory.

* *

The body of J. Frank Parr, aged forty-seven years, who died in California a week ago, where he went in the hope of improving his health, was returned to this city for interment. A few years ago Mr. Parr was employed by the Knowles, Taylor & Knowles Pottery Co., and serveral heads of departments at that plant met the body on its arrival here.

* *

E. M. Knowles, president of the Edwin M. Knowles China Co., in company with Mrs. Knowles, plans to leave soon for a pleasure trip to Florida. He will be gone several weeks.

* *

T. A. McNicol and W. C. Brown, of the Potters Co-operative Co., opened at the Palmer House in in Chicago this week. They will remain there probably for a fortnight.

✕

Everyone of the five potteries here is **Sebring, O.** working up to its normal capacity, and it is admitted that the outlook for a record-breaking sales year is excellent. The French China Co., is putting out an excellent line of new din

ner ware, while the Sebring Pottery Co., besides catering to the dinnerware trade is doing a big business in specialties. The Saxon China Co. is making a specialty of the jobbing trade, which is the only pottery here doing this. The E. H. Sebring Pottery Co. and the Limoges concerns are working full time, and on special lines of ware.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

HOTEL CHINA SALESMAN wanted to handle vitrified hotel china among wholesale buyers. State age, experience in this line, territory acquainted with, salary expected, and give references. THE MAYER CHINA Co., Beaver Falls, Pa.

WANTED—A salesman for a line of lamps. Must have experience. Address Box 792, this office.

SITUATIONS WANTED.

WANTED—A position by a competent salesman, either in the wareroom or to canvass the Metropolitan District. Can command business. Address Box 789, this office.

WANTED—Indoor position in wholesale china house by a young man brought up in the business. Knows English French and Spanish. Would go on the road. Address Box 793, this office.

BUSINESS OPPORTUNITIES.

A GREAT opportunity is offered for the purchase of a well-established, strictly china and glass business in a large city near New York, at a small outlay of cash. Little or no competition. Good reasons for selling. Address Box 794 this office.

WANTED TO RENT.

66 WEST BROADWAY, corner Murray street, and exceptionally good, light salesroom and office, has 755 square feet, steam heat, electric light, passenger and freight elevators. Suitable for the crockery and glassware business. Rent very low. CRUIKSHANK Co., 141 Broadway, New York.

25 WEST BROADWAY, headquarters of the crockery industry. All large, light offices, especially constructed for the display of china, glassware and crockery. Elevator, steam heat. Rents reasonable. CRUIKSHANK Co., 141 Broadway, New York.

FOR SALE.

BUSINESS OPPORTUNITY.—Old-established fine china and fine bric-a-brac business for sale, with or without name. Address Box 88, No. 352 Sixth Avenue, New York

FINKE

Cut Glass
45 WEST BROADWAY,
NEW YORK.

AVENIR

LIMOGES CHINA.
F. W. JENKINS & CO.,
24 MURRAY STREET,
Street Floor. New York.

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CROCKERY & GLASS JOURNAL

NEW YORK, FEB. 29, 1912.

THE CONDITION OF BUSINESS.



Trade is about as usual at this time of New York. the year. As many or more buyers are in town as there were a year ago and they are all buying. Most of the large jobbers have been and gone though there are some yet to come. Some of the larger department store and regular crockery dealers have also placed their favors and departed, but there are many more who have not yet put in an appearance.

So far the volume of trade has not exceeded last year by the margin that was expected. It was confidently believed that owing to short stocks very liberal import orders would have been placed. In some lines such has been the case.

One of the gratifying conditions is that buyers want the better grades all through the lines, even those who take the lowest priced wares are discriminating, and will pay a little more to get a better article.

German goods almost always receive first attention, and this year is no exception. Sales have been good, particularly in dinnerware and staples, while fancy goods have not been neglected. Much satisfaction is noted at the way this line has moved because of the apathy which has prevailed in all fancy wares for so long.

French china has moved much more freely than it did last year, and most of the importers are feeling pretty well at the present condition of the market.

The demand for English china is steadily increasing, particularly in the medium priced wares. Earthenware is holding its own.

The market for Japanese china has been very large, sales exceeding last year by a considerable amount, as the season for import is about over, a fair estimate can now be made and it is believed that increase will be the largest for many years.

The demand for domestic pottery is fair. The

early trade was big but there seems to be a disposition on the part of the smaller buyers to take a little at a time and repeat as needed. This is hard on the potteries as they are never sure what to make up ahead.

The domestic glass factories are finding trade erratic. Some days orders are plentiful and the next day will fall off. While the volume in the aggregate is large it is a little uncertain.

Cut glass is moving freely as buyers are preparing for the wedding season which begins shortly after the first of May, reaching the climax in June.

The lamp trade is just normal and that is all that can be said of it. It ought to pick up within the next sixty days.

The doll and toy trade is good, but no better than last year.

Housefurnishings are in good request. The demand for aluminum ware is very great and increasing.

Retail trade in the city is spasmodic. A bright day will bring out a crowd of shoppers, and there will be a big day's business, but let a stormy day succeed and trade will fall off. Country trade has been a little quiet owing to storms and muddy roads.



Pittsburgh and Vicinity. A lull in some lines of business in the glass trade has been experienced among manufacturers during the last ten days.

On some lines, however, an excellent volume of business is being offered, but judging from the manner general lines are being bought, the "hand to mouth" spirit is being evidenced. It is being admitted that the inclement weather has had a serious effect on trade during the last fortnight.

Business with western pottery manufacturers has been up to normal during last week, and save in one or two instances all potteries are working on usual time. Salesmen have been sending in some good orders, in fact the first trips this year produced more business than during the similar period of 1911. Dinnerware is strong, while the demand for specialties is increasing with the approach of spring.

AT CHICAGO.

NO noticeable change has occurred in the crockery and glass trade in Chicago this week. The trade seems to be enjoying a fair amount of business and no complaint is heard from either wholesalers or retailers. As is usual at this time of the year business is not what it is in the late spring or early fall. Buyers are becoming more numerous, however, and the salesmen from the East are arriving here to show their spring lines.

In discussing conditions Mr. G. W. Milligan, one of the best posted glass men in the city, said: "Business is showing signs of an increase and we look for a decided improvement over last week."

Among the buyers who visited Chicago last week were J. B. Ramsey, Madison, Wis.; B. T. Baird, Marshall, Ill.; R. G. Bock, Battle Creek, Mich.; J. Vavra, Cedar Rapids, Ia.; M. N. Glenn, Ashton, Ill.; M. Kahn, Lincoln, Neb.; J. Dwyer, Memphis, and O. J. Curtell, Kansas City.

The American Specialty Co., which has for years been quartered in the Monadnock building, on Dearborn street, has moved its quarters to the Heyworth building where the majority of the companies have their offices and display rooms. A new pattern of portable lamps is now being shown by the company.

Marshall Field Co. are showing a new line of cut glass which is attracting considerable attention.

Morimura Bros., with display rooms in the Kesner building, report the usual activity in their line. They have received a new shipment of china from their branch in Kobe.

J. V. Jacobsen, of the Economy Tumbler Co., is out of the city for a few days. Reports from his office say that their business is in its usual post holiday condition, but that decided improvement is looked for during the next few weeks, as many out of towns buyers have signified their intention of visiting their display rooms shortly.

E. H. Fox, representative of the Phoenix Glass Co., says he looks for improvement in the trade during the next few weeks.

H. M. Hollander, buyer in the crockery and glass department of Siegel, Cooper & Co., left here last week for New York.

John O. Coleman, the popular western representative for Mitchell-Woodbury Co., of Boston, will in future work Chicago, and will be showing at the Palmer House from March 2 to 11. As Mr. Coleman is showing a large variety of novelties suitable for presents, which cannot be obtained elsewhere, we would advise the country merchants, who are in Chicago during that time, to call and see his line.

THE SURE WAY.

THE only road to advancement is to perform your work so well that you are always well ahead of the demands of your position. Our employers do not decide whether we shall stay where we are or go on and up; we decide that matter ourselves. Success or failure is not chosen for us; we choose them for ourselves.



NEW FIGURES FROM THE ROYAL COPENHAGEN PORCELAIN WORKS.

The New York Crockery and Glass District.

Herman C. Kupper has been more highly complimented this season on his lines of French china from Ahrenfeldt and the art goods from Schierholz than ever before, and has booked more and larger orders from his trade than usual, these people showing by their action that they meant what they said when they told him that not only were the goods right, but that prices were also to their liking. The idea of originality in design, care in execution and proper prices is bringing its reward.

The Cambridge Glass Co. have sent to Wm. Dealing some new "Nearcut" bowls that are worth investigating. His company are surely keeping abreast of the competition.

The new samples that E. C. Bronnum has brought with him from the Royal Copenhagen Porcelain Works exceed in beauty anything that it has ever attempted. This is saying a good deal, too, for this factory has executed many wonderful examples in ceramics. One new feature this year is the delicate pink and red under glaze decoration. Exquisitely conceived designs with apple blossom, the red admiral butterfly, and other subjects such as marine views, floral conceptions and a new blue decoration applied with a brush are among the samples on view. Among other striking things are human figures, birds and animals lions, cows, storks, swallows and pequin. The samples of Copenhagen Art fayence, comprise vases, rose bowls, jardinieres and other ornamental pieces. The coloring is beautiful and bold and the designs good.

Bassett's letter writer takes a turn at germs in his epistle this week and winds up, as usual, with advice to buy from the Dinnerware House of America. In this letter he specializes two patterns, as the reader will discover when he peruses the advertisement.

George N. Blust is particularly pleased with the way in which the new samples from the Pittsburgh Lamp, Brass and Glass Co. have been received by the buyers. An entirely new line of gas and electric

portables, and a most varied array of lighting glassware, on new and original lines, comprise the exhibit.

Morimura Bros. call attention to the fact that the season is drawing to a close when import orders can be placed for fall delivery. Their lines are so attractive that dealers who neglect ordering now may regret it later.

Robt. Slimmon & Co. never have had such a fine display of English earthenware dinner sets from A. J. Wilkinson as he has this year. The pattern in Indian Tree effects and one with a green border with a golden yellow and light green lines are certainly attractive. Then there is a flow blue that is the richest pattern that they have ever made. These with the numerous new patterns on the "Royal" shape from the upper Hanley Pottery and the good things on the "Chelsea" shape from Bourne & Leigh make an aggregation hard to beat.

The line of cut glass exhibited at the New Grand Hotel by the Herbeck-Demer Co. is well worth a visit to see. The "Lotus" design is the one that has received the most attention at the hands of the buyers, and purely upon its merit. The design itself is exquisite and the workmanship faultless. Those who have not seen it should do so before A. Adler, who is in charge, takes it from hence.

Jack Carling is holding forth at the New Grand Hotel about the virtues of the beautiful goods turned out by the Pope-Grosser Co. The "Edgemore" shape, with No. 319 decorations, which is a rich treatment of gold and black, never fails to please all who see it.

L. Bernardaud & Co. have on their "Puritan" shape dinnerware many excellent designs, but one border pattern in particular appeals to us as being extremely delicate and neat. An artistically arranged spray of roses within a panel, a further panel containing a conventional flower, and these separated by

beautiful scroll work of exquisite design, comprise the pattern. The conception is good and the coloring beyond criticism in its blending.

The new open stock patterns of Limoges dinnerware shown by the Haviland & Abbot Co. are finding much favor with visiting buyers. Nor are the local buyers behind them in appreciating this excellent dinnerware. There are thirty patterns.

The Economy Tumbler Co. is showing at the New York showrooms, 25 West Broadway, a beautiful new design on blown glass tableware with the Iris for a motif. The graceful flower is used with most artistic effect, and when applied to the new and elegant shapes that have been brought out, makes a very attractive proposition. The double deep plate etching is carried out in an excellent manner and the whole line is worth looking into.

S. Sipser sold more plateaux and plateau trays this week than any week since he has assumed the management of the New York office for the Crown Novelty Co.

The Goodwin & Kintz Co. have just put a new line of popular-priced gas and electric portables on the market. The designs are very neat, and although the prices are low the goods look decidedly high class. Lamp buyers should see them, and when in the New York showrooms, where samples are displayed, inquire about the line of close-outs which are being offered at ridiculously low figures.

The Duncan & Miller Glass Co. have sent to Paul Joseph a new cracker and cheese dish that looks good and should be popular. It is in two pieces, and though plain, its design is in very good taste. There is also a line of colonial jugs, sugars, creams and butter dishes which are of the true colonial idea.

The Central Glass Works are making new pilsner beer glasses for the coming season that should take in the trade. There are three different shapes, also five new vases have appeared that are absolutely different and original. They are treated in engraved, light cutting, needle etching and deep plate etching, with attractive designs.

When Elbert Hubbard does anything in the furnishing line it is usually different. So when he ordered from the Buffalo Pottery dinnerware for the Roycrofters Club rooms he received something unique. The decoration was suggested by Mrs. Hubbard and is bold and striking, both regarding design and coloring. A band around the outer edge of the plate of dark olive green broken by occasional

brown squares the same width as the border and at four points three brown squares give a checker board effect. There are parallel lines running just the width of the flange of the plate toward the center thus dividing it into four sections. The body is an old ivory tone while the colors are all under the glaze. So attractive is this pattern to visitors at the club that a great many pieces are carried off as souvenirs, thus creating a steady demand on the pottery for the ware to fill in.

The Fostoria Glass Co. is showing at the New York showrooms two small sized colonial lamps, with loose founts, which they offer with or without prisms. They are exceedingly attractive. The array of colonial candlesticks is well worth seeing. The perfect finish and brightness of the metal at once appeal to those who are good judges of the product of a glass factory.

The Guernsey Earthenware Co. is more popular than ever, and Ledden & Bates are feeling the benefit of the constant and steady advertising done by President C. I. Casey. Now people walk into the showroom loudly acclaiming that they have come to see the Guernsey Earthenware. This is satisfactory all around, but it would not keep up as it does, and constantly increase but for the conscientious way that orders are looked after, the care used in turning the goods out, close attention to practicability of design and moderation in price. These are all important features in the business and are the reasons why this ware is so popular.

The line of cut glass shown by Cox & Lafferty from the factory of the Bush Cut Glass Co. is being heartily complimented by those who see it and also being ordered in satisfactory quantities.

I. De Keyser & Co. have one of the most varied and novel assortments of small glass specialties from abroad that we have seen in a long time. The salt and pepper shakers, cut glass individual salts, knife rests, oils, vinegars, etc., are among this collection in great profusion. They also have a large line of Bohemian glass.

E. Torlotting is showing an excellent line of sweet pea vases in rock crystal cutting gold bands and incrustations as well as etched. All the different designs show much thought, are well executed and artistically applied. Buyers are ordering in liberal quantities.

George Hamilton has just put on his display shelves four new dinnerware patterns from Furnival's, Ltd. They consist of Persian, floral and conventional patterns well applied and in good taste.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Glass manufacturers in this district are surprised about the small volume of business that is being placed for table glassware. There is little being sold. Business is running more or less into specialties and similar lines. The demand for blown ware continues very active, while the light cut glassware is also experiencing a good demand.

The Macbeth-Evans Glass Co., with general sample rooms in the Wabash railroad building, had a clever display of its best creations listed in the annual exhibit of the "artistic industries," arranged in Carnegie Institute here under the direction of the Art Society of Pittsburgh.

Glass candlesticks and china, said to be over 200 years old was used at a Washington Birthday party given here February 22, under the direction of the Twentieth Century Club of Pittsburgh.

A. H. Heisey, of Newark, O., stopped here and visited the glass association headquarters a few days ago, when he was en route home from Atlantic City, accompanied by his wife. He spoke in glowing terms of the business outlook for this year, and declared the Heisey plant was working full time.

President Daniel C. Ripley, of the Ripley Glass Co., is at Atlantic City, where he will remain indefinitely. He is accompanied on the trip by his wife.

Among the buyers in the district during the last few days were: J. C. Olds, of Portland, Ore., and T. S. Parlee, with the Gowans-Kent Co., of Toronto, Canada.

Instead of placing a half dozen or more new table lines on the market at one time hereafter, several glass manufacturers are considering the plan of having only a few made. It is pointed out that the cost of getting up even one line is no small item, and when five or six lines are shown at the same time, the cost of molds runs high. Then, the possibility exists of only one or two of these lines proving to be the "best sellers" and the remainder of the lines are

"dead." One manufacturer declared that it was better to put all effort into a few lines and make them go, instead of spending a lot of money and taking a chance on five or six lines.

Manufacturers of popular summer soft drinks have come into the glass market during the last few weeks with some large orders for blown tumblers. As a matter of fact, these are being "decorated" with the advertisement of the manufacturer thereon. It is admitted by some manufacturers that their orders for these lines are far heavier than those placed during 1911.

Announcement is made that the Dugan Glass Co., of Indiana, Pa., plans to increase its capacity. The company is going to put on an additional iron mold jug shop, and will also add two pressed ware shops. One of the latter shops will be devoted to the manufacturing of tumblers. The commercial department of this plant is now under the management of Walter Minnemeyer, for many years a traveling salesman for this company.

The annual meeting of the stockholders of the Pittsburgh Lamp, Brass & Glass Co., was held last week in Jersey City, N. J. The following board of directors were elected: James Chaplin, F. S. Willock, Oscar L. Telling, J. W. Fleming, Harrison Nesbitt and J. F. Erny.

At the annual meeting of the Phoenix Glass Co., held in the general offices of the company in the Second National Bank building, Pittsburgh, last week directors were elected as follows: Thomas H. Howard, A. H. Patterson, E. P. Ebberts, E. H. Peck, J. M. Shields and W. G. Stewart. The directors re elected the following officers: Thomas H. Howard, president; A. H. Patterson, vice-president; E. P. Ebberts, secretary and treasurer, and E. H. Peck, manager.

After serving forty years in active business harness, and for the last sixteen years the head of the Consolidated Lamp and Glass Co., President Hugh McAfee retired from the active management of that corporation at the annual meeting of the stockholders on the 20th. The new officers of the company are: President, James A. Lewis; vice-president, J. M.

Kirk; secretary-treasurer, W. P. Barker; general manager, W. A. Sargeant. Mr McAfee has announced that he will retain his original stock in the company and that he will also remain a member of the Board of Directors. Mr. Lewis has been connected with the Consolidated since boyhood, and has been secretary of the company for a number of years, and is therefore well qualified to fill his new position. It was gratifying to the stockholders to learn from reports of officers that the business for 1911 was the best for several years, and that indications point to a still greater increase during 1912. Mr. McAfee declared to the "Journal" that he felt he was entitled to a little vacation after being in harness for forty years, and that he would therefore give a little more time to his private affairs.



Facts have recently been brought to light concerning the growth of Moundsville to light concerning the growth of W. Va., the Fostoria Glass Co., at Moundsville, which show that the concern has been "very much alive." About twenty years ago the company started business with a capital stock of \$76,000 and employed 200 people. Since then the company has amended its charter from time to time so that the capital stock is now placed at \$1,000,000 and over 700 people are employed. When the new fourteen-pot furnace is completed, the plant will be the largest of its character in the United States.

The new United States Enameling Co., which is headed by W. C. Stewart and W. T. Hughes, have had the site for their new factory staked off. Mr. Stewart located the first stamping company in this city, and he has been active in the securing of similar industries here.

ON THE PACIFIC COAST.

THE crockery and glass business is being carried on in a very substantial manner at present, but along regular lines. No eastern representatives have been here this week, and all the local travelers are still out on the road. Their orders continue to be very satisfactory to the managers. The Pacific Coast seems to be attracting glass manufacturers lately. Several factory projects are being discussed and locations considered. The promoters are now visiting the coast towns inspecting available factory sites, and their decisions in the matter will doubtless soon be made public.

The Schloss Crockery Co. is making preparations to move to 38-40 Beale street, near Market, where it will have larger and more convenient quarters.

A new crockery and hardware store has been

opened on Macdonald avenue, Richmond, Cal., under the management of Marshall & Mayfield.

D. F. Carnes, formerly with the Carnes-Clarabut Co., has now gone into business for himself as manufacturers' agent. He is showing his samples in room 304, Jewelers' building. Among them are Heor cut glass and Roseville pottery samples.

The sample rooms of the United States Glass Co. have been greatly improved by the rearrangement of the samples.

B. F. Heastand, coast manager for the Fostoria Glass Co., is now making a short trip through the Sacramento Valley.

At the sample rooms, 718 Mission street, a complete fresh line of samples is expected from the Edwin M. Knowles China Co. The "Morticello" shape will be continued and the new line is known as the "Cumberland" shape.

Himmelstern Bros., as distributors for the Knowles, Taylor & Knowles Co., have done a record breaking business in Southern California. Possibly the largest single shipment ever forwarded to Los Angeles was sold by their salesman a short time ago.

Mr. Kraemer notes that the Pacific Coast buyers are inclined to place their orders with the American Import Co. earlier than usual this year.

The Cowen-Heineberg Co. is now ready with its German import samples of china and glassware. Mr. Heineberg thinks the quality of the goods better than last year.

THE ROESSLER & HASSLACHER CHEMICAL CO. AT THE CLAY PRODUCTS EXPOSITION.

THE exhibit booth of the Roessler & Hasslacher Chemical Co., at the Clay Products Exposition, will be very attractive. The assembling of the display has been under the direction of Harry W. Smith, and was shipped from East Liverpool, last week. The articles to be shown range from an unfired sewer pipe, and a jigger plate mold, up to the last word in artistic crockery—the choicest of cut glass, or enameled steel railroad semaphores with government tested glass signal lenses therein. The Tile industry is represented by the latest Zanesville products. The crockery industry by Crooksville stoneware—Weller and Rookwood Art pieces—and everything in utilitarian ware from Thompson's yellow and Rockingham to eggshell china.

Macbeth Evans illuminated spherical globes, U. S. Glass Co.'s gold and decorated ware, Oriental Glass Co. ruby and gold ware, and in the center of the ceiling of the booth will depend a magnificent Phoenix Glass dome, decorated in their best style and lighted

with four 100-watt Tungstens. The front of the booth will be prominent with two enameled steel signs each ten feet long.

The different R. & H. golds, lusters and mineral colors are displayed on some of the most artistic pieces of pottery and on some of the handsomest East Liverpool dinnerware ever shown in this country. The booth will be in charge of Werner Malsch, Otto W. Will, Harry W. Smith and Walter Schapper.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending February 27, 1912.

ANTWERP

144	packages glassware.....	B Gunthel
9	" ".....	E Terlotting
13	" ".....	A Berger & Co
433	" ".....	Miscellaneous Orders
5	" earthenware.....	L Straus & Sons
16	" ".....	E R Thieler
9	" ".....	Bawo & Dotter
31	" ".....	G F Bassett & Co
2	" ".....	Miscellaneous Orders
1	" ".....	DeKeyser & Co

BREMEN

2	packages glassware.....	L Straus & Sons
20	" ".....	Samstag & Hilder Bros
78	" ".....	H Endemann
11	" ".....	A Steinhardt & Bro
147	" ".....	Miscellaneous Orders
7	" chinaware.....	Strobel & Wilken Co
9	" earthenware.....	Geo Borgfeldt & Co
35	" ".....	L Straus & Sons
24	" ".....	Miscellaneous Orders
48	" toys.....	Geo Borgfeldt & Co
1	" ".....	Bawo & Dotter
14	" ".....	F A O Schwartz
64	" ".....	Strobel & Wilken Co
3	" ".....	Miscellaneous Orders

BORDEAUX

470	packages chinaware.....	Haviland & Co
15	" ".....	H R Churchill
44	" ".....	Miscellaneous Orders

CHRISTIANA

13	packages earthenware.....	Bawo & Dotter
1	" chinaware..	Royal Copenhagen Porcelain Co

HAVRE

65	packages chinaware.....	Wm Guerin & Co
25	" ".....	H R Churchill
33	" ".....	Vogt & Dose
193	" ".....	Haviland & Co
22	" ".....	Bawo & Dotter
26	" ".....	Herman C Kupper
23	" ".....	L Straus & Sons
105	" ".....	Miscellaneous Orders

HAMBURG

201	packages glassware.....	Geo Borgfeldt & Co
207	" ".....	W R Noe & Sons
164	" ".....	O O Friedlander
10	" ".....	Strobel & Wilken Co
294	" ".....	Miscellaneous Orders
27	" earthenware.....	Bawo & Dotter
172	" chinaware.....	Strobel & Wilken Co
106	" ".....	L Straus & Sons
851	" ".....	F W Woolworth
79	" ".....	Miscellaneous Orders
29	" toys.....	B Illfelder
55	" ".....	Strobel & Wilken Co
20	" ".....	Miscellaneous Orders

LIMOGES

88	packages chinaware.....	Theodore Haviland & Co
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LIVERPOOL

28	packages earthenware.....	W S Pitcairn
3	" ".....	G F Bassett & Co
21	" ".....	Geo Borgfeldt & Co
3	" ".....	W H Plummer
3	" ".....	E Beote
12	" ".....	Fondeville & Van Iderstine
7	" ".....	H C Edmiston
4	" ".....	Meakin & Ridgway
26	" ".....	Maddock & Miller
28	" ".....	R Slimmon & Co
14	" ".....	Miscellaneous Orders
10	" toys.....	Strobel & Wilken Co

LONDON

3	packages chinaware.....	Bawo & Dotter
28	" ".....	H Creange
8	" ".....	L D Bloch & Co
20	" ".....	A G Moment
29	" ".....	Miscellaneous Orders
32	" toys.....	Strobel & Wilken Co

ROTTERDAM

10	packages earthenware.....	Bawo & Dotter
14	" ".....	L D Bloch & Co
4	" ".....	L Straus & Sons
76	" ".....	Geo Borgfeldt & Co
53	" ".....	Lazarus & Rosenfeld
45	" ".....	C L Dwenger
267	" ".....	Miscellaneous Orders
7	" glassware.....	Graham & Zenger
29	" ".....	Miscellaneous Orders

SOUTHAMPTON

8	packages chinaware.....	J H Venon
8	" ".....	Bawo & Dotter
54	" ".....	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

35	packages earthenware.....	Jones, McDuffee & Stratton Co
124	" ".....	Richard Briggs & Co
122	" ".....	Mitchell, Woodbury Co
13	" ".....	A W Chesterton
5	" ".....	Geo Borgfeldt & Co
5	" ".....	Houghton & Dutton

ANTWERP

76	packages earthenware.....	Jones, McDuffee & Stratton Co
37	" ".....	Geo Borgfeldt & Co

WELSBACH WINS DECISION.

JUDGE BUFFINGTON, in the District Court of the United States for the Western District of Pennsylvania, handed down a decision in the suit of the Welsbach Light Co vs. Stephen F. Elkins, the Manufacturers' Sales Co. and the Krakno Glass Co., holding the Little United States patent No. 961,504, the property of the Welsbach Light Co, as valid.

This patent covers the metal collar in combination with a glass shade, extensively used on inverted incandescent gas lamps.

This decision will affect numerous manufacturers who have been manufacturing and selling shades combined with metal collars, which the Welsbach Co. declares likewise infringe the patent just sustained by Judge Buffington.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp
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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 29 1912.

FOR THOSE WISHING FOREIGN REPRESENTATION.

WE are in receipt of the following letter:

Will you kindly inform me if you can give me the names of American factories who might be interested in putting their goods on the European market. Particularly such factories whose out-put is adapted for that market and who also might desire to have a Berlin firm represent them?

The gentleman making the above inquiry is in the city at the present time and would be pleased to interview the owners of any factories who would be interested in his project. Applications to the Editor is all that is necessary to get in touch with him.

ALWAYS THE LAST.

THE New York Department store buyers, with a very few exceptions, are always the last to place import orders. By the time they are ready to make their purchases buyers from large cities such as Philadelphia, Baltimore, Washington, Chicago, etc., have been to market and had their pick of the good things. In many cases they get reservations on patterns and shapes which are immediately taken off sale, and the local men have to take what is left. They do not know what they have missed, because they have not seen them. The consequence is that one can find a better assortment of china and earthenware in the cities South and West than can be seen in the majority of the metropolitan stores.

We believe that buyers know the value of an early inspection, but they are held back by someone "higher up." It is no easy matter to overcome the prejudices, not to say ignorance, of those under whom they work, but if they would make a strenuous effort to obtain permission to buy early they might succeed. Call the "merchandise man's" attention to this matter. It may help.

PERSONAL.

ON Wednesday of last week E. C. Bronnum, New York representative of the Royal Copenhagen Porcelain Works, arrived on board the George Washington after a very stormy voyage. He expected a rough passage and was perfectly willing to have the experience in order that he might prepare himself physically for the storming of the showrooms by the buyers when his samples were unpacked. In spite of the tumbling and tossing of the boat all his samples arrived intact, not one being broken, which shows that the ware can stand rough handling.



John O. Coleman, western representative of the Mitchell-Woodbury Co., Boston, will be at the Palmer House, Chicago, from March 2 to March 11 with a line of holiday goods.



J. W. Murray, general manager of the Frontier Cut Glass Co., Niagara Falls, was in New York last week. His company is a new one and is responsible for one or two excellent new designs.



Mr. Lewis, buyer for J. E. Caldwell & Co., Philadelphia, paid a hurried visit to New York last week on an entirely private matter. He found time to call on one or two of the agents.



A. Apensky, of Bridgeport, Conn., was in the crockery and glass district buying glassware, etc., for premiums which he uses in his business.



Chas. Streiff, with Wm. Guerin & Co., is home from an extended trip covering his usual territory. He is perfectly satisfied as to results, as he had the good fortune to find nearly all his customers at home.



A. C. Stern, of Elizabeth, N. J., was represented in the District last week by his nephew. His visits in the showrooms were very welcome.



A. H. Ledden is congratulating himself and incidentally feeling well disposed toward buyers in

general, who are visiting his showroom in goodly numbers. He will wait upon one while others await their turn, and emulating his barber, who after finishing with one customer calls "next please," takes them in the order in which they enter his rooms.



A. N. Horr, of Anderson Bros. Co., Portsmouth, O., was visible in many of the different display rooms during last week placing orders for china and glass.



The orders placed with the different salesmen last week by the representative of Stemmerman Co., Passaic, N. J., came in very handy and were received with much pleasure.



C. H. Bidelman, of the H. B. Graves House-furnishing House, Rochester, N. Y., is on the lookout for a cheap pressed glass berry set to use for premium purposes. He was in the District last week, but when we last heard of him he had not seen just what he wanted. Perhaps some of our readers can help him out.



D. E. Healy, of Lebeck Bros., Nashville, Tenn., was saying when in the District recently, that business was very good in his location, and backed up his statement by placing liberal orders.



Fred Schiessler, who looks after the western trade for the Pioneer Cut Glass Co., was at the New Grand Hotel with his samples last week. He left on Wednesday after receiving calls from the visiting buyers from the west.



Le Roy M. Freeland, buyer for J. B. White & Co., Augusta, Ga., has the proud distinction of winning the first prize offered by the firm for the best returns from any of the departments for six months ending February first.



Alexander Anderson, Minneapolis, Minn., is in town placing import orders. Mr. Anderson runs a high grade china business, having the elite of the city as his patrons. He says business is, and has been good right along. He is at the Hoffman House.



Wm. A. Maier will cover the Middle West for Frank & Co. carrying a full line of their samples. He will call on all the department store buyers as well as crockery and housefurnishing stores. Mr. Maier was formerly with Bawo & Dotter.



The steamer George Washington sailing last Saturday carried a big contingent of crockery men. Among them were Paul Straub, with Bawo & Dotter, Walter S. Briggs, with Sibley, Lindsay & Curr, Rochester, Henry Knatz, with Gimbel Bros., Philadelphia, Louis Klayf, with Bloomingdale Bros.,

J. P. Connelly, with Jones, McDuffee & Stratton, Boston, and Louis Hinrichs, with L. Straus & Sons.



J. C. Olds, of Portland, Ore., is at the Prince George. Mr. Olds had his visit cut short last year for a reason, but this year he will stay his usual time and place his regular order on imports. Few buyers are more welcome to New York than Mr. Olds.



Harry N. Herber, with Mogi, Momonoi & Co., came home from a trip as far west as Chicago and St. Louis, and reports that he had an entirely satisfactory journey.



C. S. Ellis, with the Geo. H. Bowman Co., will be in New York this week and next to meet any of his trade.



J. R. Hickman, of Muniac, Ind.; is in town buying on import. He is at the Elks Club.



Robt. R. Duffin, with Morimura Bros., will open his samples at the Chittenden, Columbus, Ohio, March 1 to March 9 and will be at the Claypool, Indianapolis, from March 10 to March 22.



J. A. Herman, of Danville, Va., was in the District this week representing his father, L. Herman, who conducts a department store which he advertises as "Danville's best store." He has just erected a new up-to-date building to accommodate his increased business.



George H. Service starts on Monday for his regular trip through the West. He will first pay a short call at Boston. In his four trunks he will have with him samples of Wedgewood ware, china and teaware from the Hughes pottery and a line of the exquisite English Webb glass.



Louis Reizenstein, from Pittsburgh, came into New York Monday afternoon from Atlantic City where he had spent Sunday. He left for home Tuesday night, but will be back next Monday to finish his buying.



Frank R. Martin, with the Cowell Hubbard Co., Cleveland, will be in New York on Monday or Tuesday of next week on his way to Europe. He sails Thursday.



J. J. Reigeluth, of Middletown, N. Y., ran down to the city on Wednesday on a hurry buying expedition. He returned the same night.



E. J. S. Van Houten came home last Saturday from a trip to Florida and Cuba. He saw the Maine just after she had been raised and took photographs of her. He had a grand time, but comes home more

than ever believing that there is no place like old New York.



Bertram Birch, Freehold, N. Y., was buying glassware and china in liberal quantities last week.



John E. Krantz, of the Krantz-Smith Co., Honesdale, Pa., was in the city this week for a few days. He was accompanied by Mrs. Krantz, so that the trip was one of pleasure and business combined. He spent quite a little time with Wm. D. Finke, his New York representative.

BOSTON'S NEW CUSTOM HOUSE.

The work on the reconstructed Custom House with its fourteen story tower is to continue, but our congressmen were asked by a committee from the Boston Chamber of Commerce to obtain a further appropriation of \$350,000 to enable the architects to complete the details more to conform to the original plan, quoted from a morning paper: "From some of the men who have just got back from the hearings in Washington on the extra \$350,000 needed to complete the Custom House tower, it is said that a story of Jerome Jones had something to do in shaping opinion favorable to the Boston claim. It seems that James Knox Taylor, supervising architect of the Treasury, was explaining how the tower might be completed on the existing appropriation, but that it would require serious skimping, especially toward the top; that the work which it had been intended to build in stone would have to be constructed in brick, etc. To this possibility Mr. Jones ejaculated, 'That would be like putting a \$5 saddle on a \$1000 horse. Everybody smiled in approval. Robert O. Bailey, assistant secretary of the Treasury, was impressed with the analogy.'"

LATEST CUSTOMS RULINGS.

It was decided last week by the Board of United States General Appraisers that decorated tiles are not subject to a tax of sixty per cent. under the tariff act of 1909 as "decorated chinaware." The importations in question were made by the Delft Company. It was claimed by the importers that the merchandise should be admitted at ten cents per square foot and twenty-five per cent. on the value under Paragraph 85 of the law. After review of the testimony, Judge McClelland finds in favor of the importers. The Collector is reversed.

A protest made by the S. Feldman Company regarding the classification of surgical irrigators consisting of all the essential parts of metal and glass necessary to form entreties were held dutiable

at the rate of forty-five per cent. as against the Collector's assessment of sixty per cent. under the blown glass provision of the present tariff law. It was decided that certain glass containers used in connection with the irrigators are dutiable as assessed at sixty per cent. ad valorem.

TRADE TIPS.

THE Inola Hardware Co., Inola, Okla, recently formed with \$15,000 capital stock will handle domestic pottery, glassware and lamps.

Mott, N. D.—The Barth Mercantile Co., Inc., has taken over the bankrupt stock of the Billyard Co. Glassware and domestic pottery will be featured in the stock.

Albert Lea, Minn.—F. E. Yost has started in business here and will carry a stock of domestic pottery and glassware.

Unionport, N. Y.—Catalogues of domestic pottery and glassware are sought by George Uhl, who has recently opened a store here under his own name.

Chester, W. Va.—The Citizens Stores Co., operating a string of five to twenty-five-cent stores in Ohio, has opened a branch here.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

to	Shipments week end'g Feb. 10 '12	Correspond- ing period 1911	Exports Jan. 1 to Feb. 10, '12	Correspond ing period 1911
Boston.....	295	202	732	1029
New York.....	158	162	792	1447
Baltimore.....	245	210	1298	1013
Philadelphia...	30	104	304	520
New Orleans....	3	....	41	170
Newport News..	..	....	29	4
San Francisco ..	4	....	147	18
Portland (Me.)..	44	23	228	322
Galveston.....	10	1	86	324
Portland (Or.)..	....	....	26	....
Inland Points ..	9	....	78	209
Total..	801	702	3761	5056

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

to	Shipments week end'g Feb. 10, '12	Correspond- ing period 1911	Exports Jan. 1 to Feb. 10, '12	Correspond ing period 1911
New York.....	158	158	869	1336
Boston.....	295	202	732	924
Philadelphia....	30	104	304	559
Baltimore.....	245	247	1298	1050
San Francisco ..	4	....	147	18
New Orleans....	3	..	41	170
Portland (Me.)..	47	6	228	190
Galveston ..	10	1	86	324
Newport News ..	....	....	29	4
Portland (Or.)..	....	....	26	....
Inland Points	6	....	84	87
Total	498	718	3844	4662

Among the Potteries

East and West

East Liverpool and Vicinity Severe cold weather of the last three weeks worked havoc with the shipment of domestic potteries. Decorators were unable to work, for it was impossible to keep the majority of the decorating shops warm. Packers were also unable to keep up a steady gait, with the result that when shipments did not arrive on time letters of complaint from buyers commenced to come into the district. The condition, however, was one over which no one had any control. During the last few days the decorating shops have been worked to their limit.

* *

W. E. Wells, secretary of the Homer Laughlin China Co., has left for Pinehurst, N. C., where he will spend his vacation.

* *

First vice-president, William Burgess, of the United States Potters Association, spent a brief season in this city last week, the guest of Col. John N. Taylor, of the Knowles, Taylor & Knowles Co.

* *

Three buyers were registered in the district during the last few days. They were those in charge of departments of the Twelfth street store and the Sol Kline store, both of Chicago, J. C. Olds, Portland, Ore., and A. Goettman, of J. Rosenblat & Co., Baltimore, Md.

* *

Joseph Davis, of the Smith-Phillips China Co. sales force, after completing a western trip proceeded to the east. The decorating department of this plant is working to the limit on the "Princess" dinner shape.

* *

Underglaze specialties of the Hall China Co. are being increased, and the sale of the entire line is very satisfactory. The company is featuring a new underglaze hotel line. Frank I. Simmers, salesman for this house, is working home from the west, and will then continue into the eastern territory.

* *

Operative potters at Sebring have taken up the proposition looking forward to the operation of a co-

operative mercantile store. It is planned to form a stock company.

* *

Information has been received here that the Ohio China Co., of East Palestine, has suspended operation, pending a reorganization of the company. It is also reported that new capital is about to become interested in the concern, and that operations will be resumed at an early date.

* *

The D. E. McNicol Pottery Co. is showing some exceptional values in plaques this season. The "Carnation" dinner shape of this firm is being shown in a variety of new treatments, and orders have been good.

* *

There appears to be no let up in business, so far as the Homer Laughlin China Co. is concerned. Their large plant in Newell, W. Va., is working full time, and as a matter of fact the company is making a special drive on its "Genesee" plain dinner shape.

* *

At the last meeting of the Western Standing Committee the following price-making adjustments were agreed to: Sebring footed dish and bakers were settled. Bakers, six-inches, twenty six cents dozen; seven inches, twenty-eight cents dozen; dish, seven inches, twenty eight cents dozen; eight-inches thirty-two cents dozen; eleven-inches, forty-four cents dozen. Baby plate from Trenle China company referred back to men and firm, committee disagreed. Carrollton butter settled as a plate bottom, thirty-two cents complete.

* *

The demand for covered jugs is growing rapidly. Such is the experience of the Edwin M. Knowles China Co., which was the first plant in the district to bring out this item.

* *

Mr. Lee, of the circulation department of the "Philadelphia Inquirer" was in the district last week placing some extensive business for dinner sets. Immediate and future deliveries has been specified.

* *

The United States Potters' Association has been asked officially to become identified in an active

manner with the International Congress of Applied chemistry, but while it is admitted identification with the congress would result in considerable benefit to the ceramic work of America, it is doubtful if any individual manufacturer will ask for admission.

* *

K. Askai, of Nagoya, Japan, has been in the district during the last few days placing orders for pottery machinery to be shipped to Nagoya Ceramic Concern, of which Mr. Askai is the principal owner.

AT BOSTON.

R. H. WHITE CO. are opening a new department, to be devoted to crockery and glassware. This is not a new venture with them, as several years ago they had a similar department, but abandoned it owing to insufficient profits. Thomas Barker, buyer, housefurnishing department, will be in charge. No china or dinnerware, or decorated ware of any kind will be carried, the new department confining itself to plain, white kitchen crockery, etc.

W. G. Minnemeyer, of the Dugan Glass Co., Indiana, Pa., visited their local agent, George A. Granville, this week.

Paul M. Phillips, representing S. A. Weller, is covering Rhode Island and Connecticut territory this week.

The Boston headquarters of Louis Wolf & Co. have their full import line ready for inspection. This year's line is larger and better than ever before offered.

F. W. Fisher, of the F. A. Nelson chain of department stores, with headquarters at Manchester, visited the Boston coterie this week.

A. E. Haskell, has received the full line of blown-ware of the Federal Glass Co., consisting of sodas, minerals, etc., extensively used by the drug trade.

Geo. W. Beals, representing the Quaker City Cut Glass Co., has returned from an extensive southern business trip, which was gratifying inasmuch as orders received.

W. M. Pingree, (The Tajimi Co.,) is expected by his office force to return from his road trip in about two weeks.

D. R. Marshall, representing the Tarentum Glass Co., has terminated his Boston visit at the Quincy House, with pleasing orders.

George R. West, president of the Westmoreland Specialties Co., stated last week that instead of 3,000

specialties (as recently published in this journal) his firm puts out nearer to 10,000 different specialties.

William H. Bush, representing the Crystal Tumbler Co., Beaver Valley Glass Co., and the Newark Cut Glass Co., visited the Hub trade this week.

Charles Weiss, representing Wm. Guerin & Co., New York City, is in town this week.

Wm. R. Claflin, cut glass, is getting settled in his new quarters at 41 Pearl street, where his samples are now ready for buyers' inspection.

James S. Dawes, representing the Potomac Glass Co. and the Westmoreland Specialties Co., has returned from a short trip throughout Maine.

Mr. Hills, representing Mitchell, Woodbury Co., left Friday for a trip throughout Western Massachusetts.

The new \$300,000 building of the J. S. Bailey Co., at Springfield, is now ready for occupancy; buyers for the several departments of china, glassware, kitchen furnishings, etc., were much in evidence this week.

Andrew C. Hyslop, with Porteous, Mitchell & Braun Co., Portland, was in the Hub last week, after which he left for the "Greatest city."

Visiting buyers include:—George Thibedeau, New Bedford Dry Goods Co., New Bedford; E. C. Hunt, Norwood; J. Major, of Hyde Park; Mr. Harrington, with Harris & Mowry Co., Woonsocket, R. I.; G. W. Fuller, Salem; Fred Hooper, Mr. Sprague, of the Bridgeport Dry Goods Co., Bridgeport, Conn., and Mr. McTiernan, with J. D. Bergen Co., Meriden, Conn.

BUSINESS BRIEFS.

The firm of Kendrew & Stevens, Brockton, has been dissolved.

The Avery Furniture Co., of South Framington, large buyers of crockery, announce their assets as being \$38,875.

The Stine Pottery, at White Cottage, near Zanesville, O., was burned on February 16. The loss is \$50,000. Insurance, \$6,000.

Fire, which started in a box car standing on a siding at the Star Pottery Co.'s plant, Crooksville, caused a loss of about \$30,000.

A petition in bankruptcy has been filed against

the Neal & Brinker Co., dealers in hardware, at No. 18 Warren street, for their creditors.

J. B. Bruenn & Co., Inc., art glass, art brass, domes, shades, etc. Capital \$90,000. Incorporators: Julius B. Breuenn, and Irving Heistien.

The Lotus Cut Glass Co., Barnesville, Ohio, has been incorporated with a capital of \$10,000, by C. M. Cole, N. H. Boswell, E. F. White, C. J. Goodenough and A. W. Laughlin.

IN TOWN

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

F D Levi, with J Levi & Co, hf, Dubuque, Ia. 100 Fifth ave.
A J Scheuer, of Scheuer Bros Co, hf, Sandusky, O. Imperial.
W J Brenn, with Efroymsen & Wolf, hf,t, Indianapolis 43 Leonard.
J J West, with Powers Merc Co, hf, Minneapolis. 214 Church.
H M Hollander, with Siegel, Cooper & Co, c,g, Chicago. Sixth ave and Twentieth.
Miss K Walker, with Stix, Baer & Fuller, t, St Louis. 114 Fifth ave.
G J Kaula, with Geo B French Co, hf,t, Portsmouth, N H. 32c Church.
C F Green, with Bacon-Chappell & Co, c, Syracuse. 315 Fourth ave.
J W Bowman, with Bowman & Co, hf, Harrisburg, Pa. Imperial.
C W Sprouls, with John Shillito Co, hf, Cincinnati. 346 Broadway.
G A Dahlgren, with A M Rothschild & Co, hf, Chicago 215 Fourth ave.
A P Lyons, with Stix, Baer & Fuller D G Co, hf, St Louis. 114 Fifth ave.
L Arnstein, with E Schuster & Co, t,c, Milwaukee. 114 Fifth ave.
J A Hartley, with Dunn, Taft & Co, hf, Columbus. Latham.
S J Heff, with B Lowenstein & Co, t, Memphis, Tenn. 22 East Seventeenth.
H R Howe, with Bacon, Chappel Co, c, Syracuse. Prince George.
D A Hayes, with E W Edwards & Son, hf, Syracuse. Elks Club.
G A Bruerton, with Shepard Co, hf, Providence. 220 Fifth ave.
K K Denniston, with Purcell Co, hf, Lexington. 70 Franklin.
F A Montei, with Fox & Co, hf, Hartford. 320 Church.
W M Peck, with L S McCabe & Co, hf, Rock Island, Ill. Hotel Imperial.
F M Van Dorn, with Bailey Co, t, Cleveland, O. 114 Fifth ave.
H J Sieman, with Herpolsheimer Co, hf, Grand Rapids. York.

J C Olds, of Olds, Wortman & King, c,g, Portland, Ore 438 Broadway.

B L Weaver, with Linn & Scruggs D G Co, hf, t, Decatur, Ill. 31 Union sq.

J Hickman, of Hickman Bros, c, Muncie, Ind. Elks Club.

M H Hudson, with Dey Bros. & Co, c, Syracuse. 31 Union sq.

S A Knill, hf, and H Holmeren, c, with Denver D G Co, Denver. 31 East Twentieth.

Ed Dorflinger, c, Louisville. York Hotel.

H E Kief, with Schuneman & Evans, t, St Paul. 220 Fifth ave.

L Oettinger, with Economy Furn Co, Scranton, Pa. Wolcott.

E H Wade, with W M Whitney & Co, Albany, N Y. Albany.

C M Bow and Miss J. Beaubernard, with Geo H Bowman Co, Cleveland. New York Office.

J E Rundle, with L F Cairus, c,g, Saskatoon, Can. Cumberland.

Wm Minnes, five-ten-and twenty-five store, Saskatoon, Can. Cumberland.

S E Eckhaus, c, Baltimore. Herald sq.

J A Davis, with The Penn. Traffic Co, hf, Johnstown, Pa. Prince George.

Louis Bremermann, of St. Louis Glass and Queensware Co, St Louis, Mo.

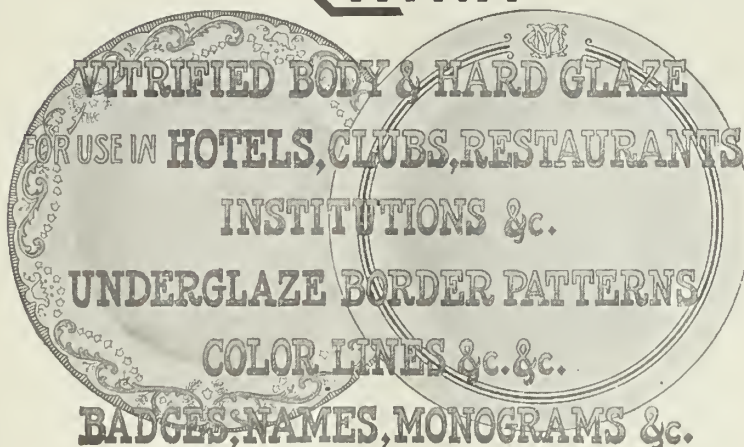
H K Merriweather, with Eastman Bros & Bancroft, t, Portland, Me. 320 Church.

Spangler, with Bush & Bull, hf, Easton, Pa. Grand.

T C Dulin, of Dulin & Martin, c, Washington, D C.

R H Gale, with Taylor Son & Co, hf, Cleveland. 51 Leonard.

MAYER CHINA



SOLD THROUGH THE TRADE

CORRESPONDENCE INVITED

THE MAYER CHINA Co.

BEAVER FALLS, PENNA

AND THIS TIME IT WAS.

THE telephone girl was on her vacation and fishing. Someone in another boat called, "Hello!" Just then she got a bite. "Line's busy!" she answered.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WE want salesmen covering the housefurnishing departments and toilet goods departments, to sell as a side line our Montauk toilet set bottles and racks. Liberal commission. Address Box 795, this office.

SITUATIONS WANTED.

WANTED—A position by a competent salesman, either in the wareroom or to canvass the Metropolitan District. Can command business. Address Box 789, this office.

WANTED—Indoor position in wholesale china house by a young man brought up in the business. Knows English French and Spanish. Would go on the road. Address Box 793, this office.

BUSINESS OPPORTUNITIES.

A GREAT opportunity is offered for the purchase of a well-established, strictly china and glass business in a large city near New York, at a small outlay of cash. Little or no competition. Good reasons for selling. Address Box 794 this office.

WANTED TO RENT.

66 WEST BROADWAY, corner Murray street, an exceptionally good, light salesroom and office, has 755 square feet, steam heat, electric light, passenger and freight elevators. Suitable for the crockery and glassware business. Rent very low. CRUIKSHANK Co., 141 Broadway, New York.

25 WEST BROADWAY, headquarters of the crockery industry. All large, light offices, especially constructed for the display of china, glassware and crockery. Elevator, steam heat. Rents reasonable. CRUIKSHANK Co., 141 Broadway, New York.

FINKE

Cut Glass

45 WEST BROADWAY,

NEW YORK.

AVENIR

LIMOGES CHINA.

F. W. JENKINS & CO.,

24 MURRAY STREET,

Street Floor. New York.

ORIENTAL GLASS CO.,
MANUFACTURERS OF

Ruby Stained and Decorated Glassware in Opal, Ivory, Ruby
Mat and Gold, Crystal Mat and Gold.

COLORS CATALOGUE AND PRICE LIST ON APPLICATION.

Office and Works: PITTSBURGH PA., U. S. A.

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CROCKERY & GLASS JOURNAL

NEW YORK, MARCH 7, 1912.

THE CONDITION OF BUSINESS.



New York Business is moving in the usual channels, and in some directions is very good. In other cases there is a little complaint made, that while buyers are taking goods, the orders are not as large as was expected. The crest of the buying season seems to have been reached, and while there is a large number of dealers yet to come, it is evident that the bulk of the trade has been done. The city is still full of visitors augmented by daily arrivals, and of course depleted by departure. A singular condition exists that while nearly every visitor speaks highly of the holiday trade and says that January and February were good months, many of them are not taking any more goods than they took last year. It is evident that their stocks are low, but the conservativeness exhibited by their principals leads to a caution, which will surely prevent anything like overstocking.

During the last week German goods have moved the most freely of all the different lines. The demand is very encouraging for importers of these goods, and it is more than encouraging to know that the fancy lines are again more in demand.

French goods are so much more in request than last year that there is a feeling almost of jubilation among some of the larger houses. The increase over last year is very great, but there was room for this, and it is well known that the demand a year ago was comparatively small.

English China still holds the attention of buyers, and the sales are probably in excess of last year for the medium grades. English earthenware remains steady.

The reports from our correspondents in the west, indicate that the potteries are having a little lull, but no uneasiness is caused by this condition, as after the first big demand there is always a falling off.

American Glass is in great request. Blown and bar goods being in active demand, while the call for

the pressed ware table sets, is rather quiet. Novelties are quickly taken up.

The demand for cut glass still continues. Perhaps it is because the prices of many articles have been so reduced that they come in active competition with some lines of pressed ware.

The call for lamps is not great as yet, but the manufacturers are living in hopes and are waiting for the season to open.

Dolls and toys are in fair request, but it is evident from orders placed that dealers carried over some stock.

Housefurnishings still continue to be very active almost to an astonishing degree. We hear little or no complaints in any department of this line of wares.

Retail trade in the city is quiet. A visit to the dry goods departments may explain this, as the women of the country are preparing for Easter and are spending their money for personal adornments. Country retail trade is hampered by bad weather, impassable roads, storms and snow, and the country merchants are anxiously awaiting the breaking up of the winter.



East Liverpool and Vicinity. It is just between "hay and grass time" in the domestic pottery business now, with the result that more or less apathy exists in

the trade. The weather has been against large volumes of business during the last few weeks, and until there is some continued sunshine there will be little if any change in conditions. While there is a fair amount of business on the order books, the receipt of new business is more or less retarded.



Pittsburgh and Vicinity. A slight improvement in orders for general lines of glassware was reported by the manufacturers in this district during the last week. Wholesale druggists have come into the

market for their glass lines, while the grocery trade is also being noticed to no small extent. Blown and light cut ware continues steady. On some lines, prices have been advanced, these new quotations being effective March 1.

AT BOSTON.

BUSINESS among the local trade is universally conceded to be quiet this week, in fact, even dull in some cases; some of the agents are enjoying what they admit is fair business, and but few can honestly say, "Business is rushing," though their view-point is optimistic for an early influx of spring buying.

D. Weinstein with Morimura Bros., New York, has been appointed Boston representative, succeeding Charles A. Kaiser, who is now on the New York end. Mr. Weinstein just returned from Pittsburgh, where he enjoyed excellent business, in fact, the biggest road business he ever experienced, he states. He opened up Monday with a new line for fall delivery; a new chance is offered buyers to grasp the import line which was offered in January, including anti-mony novelties, smoked bamboo baskets and china.

"White's Stars," the members of the R. H. White Co. Buyers' Association, held their annual banquet at the Hotel Somerset Saturday night. About the tables were gathered some of the best-known buyers in the country. Among the guests of the "stars" were R. H. White, G. B. Johnson, and James A. Houston, of the James A. Houston Co. S. Abbott, president, officiated as toastmaster. A bright, snappy evening was enjoyed by everyone. Miss Mae Goodwin, buyer for the cut glass department, is secretary of the association.

Walter L. Tickell, representing the International Pottery Co., Trenton, visited the Boston coterie this week.

John G. Sweetser, of Portsmouth, was a welcome visitor in town this week, purchasing extensively of kitchen furnishings.

The New York Dry Goods Co. is now carried on by Maximillian Laterre.

Paul M. Phillips, S. A. Weller's salesman, is covering New York State this week.

J. W. Power, representing the Pittsburgh Lamp, Brass and Glass Co., and the Buffalo Cut Glass Co., started Monday for a short trip throughout Maine and New Hampshire.

Mr. Kaula, of the E. Palmer Syndicate, conduct-

ing a chain of five and ten cent stores throughout Maine and New Hampshire, has sold all of their stocks, fixtures and good-will to Woolworth, of New York. Mr. Kaula will start a new chain of five to twenty five cent stores for the E. Palmer Syndicate, the first of which will be located at Presque Isle.

W. A. Purington, with Harry B. Hollis, has returned from a successful trip throughout Southern New England.

A. B. Sutherland, of the firm of Robertson & Sutherland, Lawrence, has returned from a trip to the "Greatest City."

George H. Woods, buyer for the china and glassware department of R. H. Stearns Co., is conducting a sale of antique ware which is meeting with merited success.

The Arnold Novelty Co., 168 Bridge street, Springfield, is now in charge of Edwin A. Davenport.

Billings, Newhall Co. are incorporating a department store for \$15,000. W. C. Billings, president, Harry K. Newhall, treasurer.

Buyers favoring the Hub this week are: Mr. Tetu, of the Tetu, Bouchard Co., Woonsocket, R. I.; Miss Bouchard, the Tetu, Bouchard Co.; Michael J. Ryan, with the Bon Marche Dry Goods Co., Lowell; Wilder B. Neal, Rochester, N. H.; George Alden, Brockton, William Robertson, Robertson Co. Lowell; Andrew B. Hyslop, Porteous, Mitchell & Braun, Portland; Fred Bodwell, Burroughs & Sanborn, Lynn; Mr. Emerson, Emerson & Co., Milford, N. H.; Charles P. Laviska, with P. B. Magrane, Lynn; George A. Redpath, of Lynn; Mr. Illsley with Barnard Putman & Sawyer, Worcester; Mr. Richardson, with Clarke-Sawyer Co., Worcester, and John Flanders, of the F. N. Joslyn Co., Malden.

BIG UNDERTAKING.

THE Central Glass Works is getting up three or four new catalogues that will take in all their new goods in pressed and blown glassware. One is to be devoted to lead blown stemware and one to pressed ware, such as stemware, tumblers, beer mugs, etc.; while another will contain the deep plate etched goods and light cuttings. The latter will be illustrated with fine half tone work, and will contain sixty-four pages, and be executed by Robert Rawsthorne Engraving Co., of Pittsburgh. Wm. H. Castle is devoting much time to the task of compiling these catalogues, which is by no means a small job. The books will be ready for distribution about June 1st.

The New York Crochery and Glass District.

The pattern being shown in the advertisement of Vogt & Dose this week is far above the usual run of designs, and one that should be shown in every store. A more dainty conception with the corn-flower as a motif, could hardly be imagined. So much confidence do Vogt & Dose place in this, as a rapid seller, that they are willing to send a set to any buyer desiring it, in order that he may show it to his customers and his assistants. It is carried in very large quantities in open stock, therefore immediate delivery can be made of large or small orders. There are lots of specialties, too, in this decoration and most attractive short lines can be made up.

Bassett's letter writer, "casts his hat in the ring", and says that Bassett's stock patterns and Bassett's china are here to stay.

Robert Slimmon & Co. have an immense array of rockingham teapots on display, all of which are "working." They are all new shapes, and many of them very handsomely ornamented and range in colors from a dark glaze, that is almost black, to the ordinary light brown. It is admitted that there is no vessel so well adapted for brewing tea as the rockingham pot, and these goods are of the very best quality for that purpose.

The Niagara Cut Glass Co.'s line of rich cut glass shown by C. B. & J. Warner, 47 Warren St., is attracting more than the usual attention, and is selling in great quantities. Particular attention is paid to the finish and lustre of the goods and the cutting itself is executed most carefully. Yet the prices are so low that buyers cannot resist them. This week they are making a special offer of a six-inch handled or unhandled nappy at \$6.98 per dozen in barrel lots.

Frank & Co. have now removed to their new premises up town, right in the District where some of the largest firms in the trade are located. They have the whole of the fifth floor of 114-116 East Sixteenth st. which covers over 5600 square feet. The

new place will have new fixtures of the most approved style and will be stocked with the latest goods, in fact the business will be up to the minute. New stock of Bohemian cut glass novelties, Sarreguemines brown and white ware, papier mache goods, bathroom fittings and brass candlesticks and match stands will be shown in great variety.

The Guernsey Earthenware Co. have sent to Bates & Ledden, the New York representatives, a dozen or more new pieces to add to their extensive line of cooking ware. There are among these, oblong and hexagon casseroles, square and hexagon beanpots, also a novel and practical teapot. The lid of the latter is made very deep so that it is impossible for it to fall off.

Wm. R. Demorest, representing the Co-operative Flint Glass Co. and the Westmoreland Specialty Co., will move to 38 Murray street about the 15th. His son, W. A. Demorest, representing manufacturers of bathroom specialties and other metal goods, will occupy a part of the wareroom.

E. R. Thieler is the recipient of an exceptionally artistic assortment of new samples from the Mettlach factory of Villeroy & Boch. Mettlach ware is already famed for its artistic beauty, but one of the new creations just received excels anything in its line. It is a condiment set on an oblong tray octagonal in shape, and each piece is a work of art itself. There are two jugs, for oil and vinegar, and a unique mustard pot and salt and pepper shakers. The colors are in blue and buff on an old ivory background, made in inlaid stoneware. There are new steins, mayonaise bowls, plates, salad bowls and six new marmalade jars, with exquisite decorations, and new plaques bearing views depicting scenes from Switzerland on the borders of the Lake of the four Cantons. Then, too, children's mugs, with nursery scenes, and coasters with Dutch figures are shown in many varieties. New asparagus dishes and drainers which are very practical, new fruit sets and

ash trays in numerous designs are all to be seen in this one of the best consignments that Mr. Thieler has ever received.

We would call the attention of our readers to the advertisement of Cox & Lafferty which appears on another page. This sets forth a few of the lines that they represent. One of the newest additions is the Bonita Art Co who make a line of white and gold china, attractive in designing and low in prices. Any article that it makes in all gold can also be had in white and gold. There are many new and novel shapes this year that are good values, considering the quality of china use for decorating, which in most instances is high grade. As wedding, holiday or birthday gifts they will be found most appropriate. The designs and cuttings of the Bush Glass Co. are in good taste and well-executed. It is almost incredulous that cut glass of the quality and finish that this concern produces, can be sold at the low price at which it is being offered. The confidence that they have in their product is well illustrated in a letter to one of New York's leading merchants, which states: "Our ware is absolutely guaranteed, as to perfect workmanship, permanent finish and color, and we agree to either replace at our expense, or refund money on any piece of ware found defective or of poor finish." Little need be said of the quality and workmanship of the cut glass from T. B Clark & Co.'s factory that has an established reputation. The new designs that they have put on the market this year are superior to anything that they have ever attempted. The "Primrose" pattern is excellent and is selling

in large quantities. The import line of Japanese china and vases from Takito, Ogawa & Co., Nagoya, Japan, on display at Cox & Lafferty's tremendous emporium is better than any shown heretofore, particularly the line of white bone china, which is meeting with even better success than was expected. The two dollar a dozen assortment has proved a great seller. In the line of housefurnishings, too, Cox & Lafferty are making great headway. The "White Star" line of white enameled ware made by the Enterprise Enamel Co., has proved to be one of the best lines they have ever produced. Orders are coming in fast. The reason of this is that not only is the ware excellent but the profit to the dealer is above the average.

The Consolidated Lamp and Glass Co. have sent to Wm. D. Dougherty a new line of decorated glass shades for showers, which may also be used with good effect as single lights. The scenes depicting mountains, rivers, lakes and trees are very artistically produced in the natural colors.

The Fostoria Glass Co., always in the lead as John Nixon says, has sent to him many new pieces of the Lincoln pattern No. 1861. The number you will notice is the date of the year that Abraham Lincoln was made president, hence its name. The line is now complete and is attractive in its completeness, the optic effect on the well-shaped plain ware cannot fail to please. There is also a very comprehensive line of glass vases that are adaptable to the eastern trade.



LATE PRODUCTIONS BY THE ROYAL COPENHAGEN PORCELAIN WORKS.



TWO VIEWS OF THE UNITED STATES GLASS CO.'S NEW YORK WAREROOMS.



THE MORIMURA CASE.

THE Board of General Appraisers this week rendered their decision in the Morimura case as to the value of Japanese porcelains imported by that firm. This case has been pending for nearly eight months, and has resulted in a verdict for the importers, their entered value being sustained as to all items.

The case has attracted wide-spread attention, owing to the fact that while the appraiser at San Francisco advanced the goods far above the entered value, the officials at New York refused to advance at all until ordered to do so by the Secretary of the Treasury.

The most important part of the goods advanced consisted of what is known as "white-bone" china.

Last July, the appraiser at San Francisco advanced the entered value of these goods seventy per cent and at the same time the appraiser at Seattle advanced the same goods thirty per cent. The importers took an appeal for reappraisement, and in the meanwhile their shipments at New York were detained for more thorough investigation. Mr. Barnes, secretary to Appraiser Bird, in company with the examiner made an examination of the books of the firm. Apparently these officials were satisfied that the goods did not warrant an advance, inasmuch as Appraiser Bird, testified that his advance was made on the order of the Treasury Department to follow the action of the appraiser at San Francisco, and that it was not made on any evidence before him.

The case was first tried before General Appraiser Waite, the importers being represented by Messrs. Kammelohr & Duffy and by Mr. B. A. Levett as counsel. At this hearing the chief examiner at San Francisco appeared and Judge Waite, after a full hearing, sustained the entered value. The Government then appealed and produced a number of new witnesses, among whom were Mr. Askai and Mr. Horigucha, who came from Japan to testify for the Government.

In the trial before the Board the Government attempted to show that the prices of all Japanese china of the kind in question were regulated by a scale of proportions, being based upon the value of the cup and saucer of each decoration, six hundred or seven hundred pieces being examined. It was shown by the importer, that the scale was altogether impracticable, as in numerous instances the two witnesses arrived at entirely different values.

The importer supplemented their proof by putting in evidence the testimony of dealers in Japan.

The importers at the close of the examination called Mr. Nicholson, the examiner at San Francisco, who admitted that when he made the advance he knew that a large percentage of the importers' goods were entered correctly, but that as the invoices were very long he had made a round advance of seventy

per cent in the belief that the Board of General Appraisers would straighten the matter out on appeal.

It is said that the present case is the most important one in amount that has ever come before the Board, involving three hundred thousand dollars or more. The importers have now on deposit with the Government between one hundred and fifty and two hundred thousand dollars, which they were compelled to deposit in order to secure possession of their goods. It was thought at one time that the Government would institute criminal proceedings against the Japanese concern on account of the advances which the Board has now held were unjustifiable.

L. STRAUS & SONS CUTTING SHOP BURNED.

FIRE late on Friday night, March 1st, completely destroyed the cutting shop of L. Straus & Sons, at Tenth ave., between fifty-third and fifty-fourth streets. The flames were first discovered in a restaurant adjoining the factory and before the engines arrived had spread so that both buildings were gutted. The New York Coach and Auto Lamp Co. occupied about one-fifth of the building. L. Straus & Sons immediately sought new quarters and will soon be at work again. They were fully insured.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Feb. 17, '12	Correspond- ing period 1911	Exports Jan. 1 to Feb. 17, '12	Correspond ing period 1911
Boston	283	61	1015	1090
New York	221	125	1013	1572
Baltimore	46	42	1344	1055
Philadelphia....	208	224	512	744
New Orleans....	7	14	48	184
Newport News..	....	....	29	4
San Francisco ..	7	....	154	18
Portland (Me.)..	34	20	262	342
Galveston .....	....	....	86	324
Portland (Or.)..	....	....	26	....
Inland Points....	....	22	78	231
Total..	806	508	4567	5564

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

TO	Shipments week end'g Feb. 17, '12	Correspond- ing period 1911	Exports Jan. 1 to Feb. 17, '12	Correspond ing period 1911
New York	221	125	1090	1461
Boston	283	103	1015	1027
Philadelphia....	208	224	512	783
Baltimore	46	....	1344	1050
San Francisco ..	7	..	154	18
New Orleans....	10	14	51	184
Portland (Me.)..	34	20	262	210
Galveston .....	....	....	86	324
Newport News...	....	....	29	4
Portland (Or.)..	....	....	26	....
Inland Points	1	22	85	109
Total	810	508	4654	5170

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp
Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 7, 1912.

THE advertising columns of this issue of the CROCKERY AND GLASS JOURNAL show exceptional offers made to buyers. Specially low prices are made in lines of cut glass to induce the trade to try the goods. A set of limoges China dinnerware of unusually attractive design will be sent upon request so that a buyer may test it with his customers and get the opinion of his staff. Extremely artistic inlaid stoneware of original design is presented for trial. English dinnerware of great merit is also offered, and endless other articles of merit. All these goods are being presented with the sole purpose of attracting the buyer, many of whom are influenced by the advertisements, but fail to let the advertiser know where or how he heard of the lines. We know that the buyers see them exploited in our advertising columns, but we would also like the advertiser to know that these ads are read. This week, when you take advantage of the "special offers," Mr. Buyer, tell the man that you saw the "ad" in the CROCKERY AND GLASS JOURNAL. He is paying his good money for the space and while he knows that he is getting good value, he wants to know from whence the orders come.

AN OPPORTUNITY.

A LARGE preserve concern is desiring to get prices on vessels to contain about a half a pint of jam. They are to be in the order of a bean pot with a cover, and naturally price will cut a great figure. Although it is necessary that the pot shall

be well made and of good shape in order to make an attractive package. The idea being that the container shall have some influence on the initial sale, the contents will have to decide any further patronage. For further particulars write to the editor of the CROCKERY AND GLASS JOURNAL.

HOTELS vs. WAREROOMS.

IT is an astonishing fact that it is far easier for the salesman who comes to New York once or twice a year and displays his samples in a hotel, to get buyers to inspect his wares, than it is for the local agent, who at great expense maintains a showroom the year round, expressly for the convenience of these gentlemen.

Many excuses are given for this conditions of affairs. The strongest in favor of the visiting salesman being that as he is only there for a short time and that if he has anything that a buyer really wants he must of necessity see it while the exhibit is in town. This is right and proper but does not excuse the buyer for neglecting the local salesman.

We can cite a case of a representative of one of the largest houses in its line, who maintained an office with all the necessary and costly impedimenta, who found that he could get much better results by discontinuing his office and taking his samples on the road exhibiting at the different hotels. During a recent stay in New York in four days he had more buyers to see his goods than during four months in his New York showrooms.

The excuses given for the apparent neglect of the local agent, seem reasonable though inadequate. Procrastination cuts an important figure.

The fact that they are in town and can be seen any time militates against them. A buyer promises to call the next time he is in the neighborhood, but whether through forgetfulness or pressure of other business, he fails to get there. The local man spends his time and money calling on the city buyers who promise to come and see his goods and make appointments which the salesman keeps in many instances at great inconvenience and yet the buyer fails to turn up. "Oh, well," says he: "I can see him some other time." And so it goes. Promises are made and broken "ad lib." True a few samples may be taken in a grip of the buyer, but it is impossible for him to form a true impression of the whole line from a few pieces. It does seem a pity that so many salesmen should have this complaint against the city buyer. There is no doubt that he is a busy man and has many duties at the store which occupy the great proportion of his time, but if he were to adopt a systematic programme and make a point of visiting all the local displays at one time or other, he would see many things that would be advantageous to him. He would always be abreast of the times, and in many instances be able to

secure special lines that he never knows about if he refrains from these periodical rounds of the show-rooms. He would also make a circle of friends among the salesmen who would notify him from time to time of special lines and close-outs that they had to offer.

The buyer who adopts the plan of seeing all the goods and makes his selection from the whole has a much greater chance of making his department successful and placing himself in a position to demand a higher salary.

PERSONAL.

THIRTY-FIVE years with one house is a long service and yet that is the record of F. Howard Hudson, who on March first completed that term with L. Straus & Sons. He entered the employ of the house in 1877, a lad of sixteen years, as errand boy. As his ability developed, he was advanced through various positions, until now he has charge of the firm's decorating plant in Jersey City. He is universally respected by all his fellow employes, and the firm have a great regard for his faithful attention to his duties. He makes friends wherever he goes, and it is said of him that he has not a enemy in the world.

Thos. Kilpatrick, of Omaha, Neb., was a long way from home last week. In fact he was a visitor to this city and received particular attention. Why? Well, he was placing orders.

H. A. Koll, with Hamburger & Sons, Los Angeles, Cal., came to town the end of last week and has been doing earthenware buying. He states that business has been exceptionally good, and he is expecting a big trade the coming season.

H. Holmeren, with the Denver Dry Goods Co., Denver, Col., was seen buying cut glass in the District. Although he did not state it, business must have been good with him, for he placed liberal order.

That the annual Christmas Number of the CROCKERY AND GLASS JOURNAL is valued, was illustrated very plainly last week when Joe Buford, of the Phillips & Buttorff Mfg. Co., Nashville, Tenn., coralled E. R. Thieler's copy to take back with him. Some one else, with a discriminating eye, had evidently taken a fancy to his. The most interesting feature in this transference of Mr. Thieler's property to Mr. Buford was that Mr. Thieler had not a sample in stock of a jardiniere and pedestal that was illustrated on one of the art inserts of the Christmas Number, and he was using the Journal picture to sell

from. To the great satisfaction of Mr. Thieler a sale was consummated.

Arthur F. Pohlman was still in the city last week and was seen in the District with his order pad out, but left on Saturday for home.

R. A. Cavanaugh, with A. Lisner, Washington, D. C., came in town on Monday to place import orders. He was booked to go home on Friday night.

Walter E. Knowles, with Wm. Guerin & Co., left early in the week with the Pouyat lines for an extended trip. He has many new and interesting things to show this spring.

Wm. Kenner, buyer for Frederick & Nelson, Seattle, Wash., who has been in New York for the past three weeks, has gone home. He said that 1911 was a record-breaking year for sales with his house.

John J. Curry, buyer for Houghton & Dutton, Boston, made his appearance in the District on Monday morning. He has no complaints to make about trade.

On March first, Mr. Brown succeeded Chas. Beekman as china buyer at Price & Rosenbaums, Brooklyn. Mr. Beekman had been with the firm two and a half years. Mr. Brown was formerly with J. A. Kesner & Co., this city.

Meyer Weinstein, formerly with the Quaker City Cut Glass Co., and later with the Laurel Cut Glass Co., started on his initial trip for the C. F. Monroe Co., to cover the southern territory.

W. C. Lynch, of Taylor, Smith & Taylor Co., drew stakes last Saturday after a most successful stay at the New Grand.

J. P. Carling left the city at the latter end of last week, taking all the samples of The Pope-Gosser China Co. to Baltimore.

Harry Hunt has every reason to congratulate himself upon the business he has done for the Hunt Glass Co. during his stay in the city. He returned to Corning last week.

T. C. Lorenzen, buyer for John C. Gerber Co., Memphis, Tenn., is in the city and will be at the Woodstock for the next ten days. Mr. Lorenzen is a supporter of the JOURNAL, and always has a copy of it on his desk for the visiting salesman to peruse and keep in touch with the crockery and glass world. He has just moved his department to the basement where he will have more room to care for the ever-increas-

ing business. Last year's business far exceeded that of the previous year and the present year Mr. Lorenzen is expecting to outstrip anything that he has yet accomplished. The increased displaying facilities give him the opportunity that he has long wanted. The cotton prices have risen considerably and new factories are being erected and altogether the prospects are very bright.



E. P. Chapman closed his display, at the New Grand, of Demer Bros, samples of cut glass and has gone on to Philadelphia.



H. T. Kneeland, of G. T. Sutterlee & Co. left the Grand last Saturday to take up his usual eastern trip.



L. Phillip Martin was in town last week at the New Grand with the Lancaster Glass Co's samples. He pulled out on Thursday for Albany. From there he went on to Montreal.



B. G. Twitchell, with McWhirr & Co., Fall River Mass., was in town last week buying. He reported that he had a good business last fall and it was excellent now. He went home Saturday night.



P. J. Handel, president of the Handel Co., was in town the latter end of last week, on his return trip from Pittsburgh. He spent a little time at the New York office and seemed pleased at the state of business.



F. W. Reichenbacher is spending a few days in Philadelphia this week, and has with him a complete line of Irving Cut Glass samples.



Charles B. Ott, of the Eagle Glass Co., was in town this week, visiting his representatives, Malone and Nicholson, 32 Park place.



L. B. King, and his son Ralph, are in the city this week. Mr. King is proprietor of one of the best stores in Detroit, Mich., and is a well known and popular man in the District.



Mrs. Catherine Rossini Giometti, mother of James C. J. and C. L. Giometti, cut glass manufacturers, of Corning, N. Y., died last week, aged sixty-five. She was born in France and had been a widow for nineteen years. She was an earnest Christian and was highly esteemed.



A. F. Bishop, of Ottawa, Can., was a most enthusiastic booster for his country, Ottawa in particular, this week when in the district. He says that to the people who do not know about it, the prosperous condition of Canada is almost incredible. His home

city comes in for a great share of this, being the seat of the Government, and naturally a large amount of money is annually paid there in salaries to Government employees. The local stores benefit accordingly, and as the country grows the salary list grows larger and the prosperity is not only permanent but increasing.



John L. Lyon, of the New York office of the United States Glass Co., was called to Baltimore last Saturday because of the death of his sister, which occurred suddenly. She lived in Richmond, Va.



J. D. Dobbs, a southern representative of the George F. Bassett & Co., is in the city this week to meet some of his southern trade, which is expected here this week.



A. A. Sprague ran over from Bridgeport, Conn., during the week and placed many orders for glass and china for the Howland Dry Goods Co., for which firm he is the buyer.



W. H. Parry, Somerville, N. J., was buying china and glass goods in the market on Tuesday.



Arthur M. Skidmore has just made connections with the Goodwin & Kintz Co.'s New York office, as a city salesman.



Geo. G. Gulden, with D. M. Reed & Co., Bridgeport, Conn., was placing importers orders this week. He was not complaining about business conditions.



W. J. Hickmott, of Hickmott & Dukette, Mendon, Mich., was in town this week. His firm deals in general merchandise. This week he has been buying specialties, such as pitchers, hot water jugs, etc.



W. G. Putman, Peoria, Ill., proprietor of a department store, has been busy during the past week buying china and glass. He will most likely remain for a few days or week longer.



Mr. Reese who used to be with Porter & Co., Winthrop, Man., is starting a jobbing business for himself in Moose Jaw Saskatchewan, Can., in crockery, glass and household furnishings. His friends have all promised their support and he is expecting to do a good business.



Owing to the unfortunate failure of Froeber & Vollrath, A. R. Marryatt, who rented display space from them, has had to remove his samples of cut glass to temporary quarters at 65 West Broadway, where he will store them until he can finally locate in a permanent showroom. He starts on a trip through New

England this week and in the meantime all mail addressed to him to P. O. Box 407, New York, will receive the usual prompt attention.



C. M. Rodefer, owner of the Rodefer Glass Co., Bellaire, O., was in town with his wife, calling on few of his friends in the trade.



H. J. Sieman, buyer for Herpolsheimer Co., Grand Rapids, Mich., was in town during the week feeling very optimistic about business. All the furniture factories are busy, which makes things look good.



Howard W. Gillett, for a long time with the Chicago office of Edward Miller & Co., has had to resign his position owing to ill health. A. F. Warren will cover his territory in Illinois, Indiana and the South East.



A. L. Brunn, with Edward Miller & Co., will be in Milwaukee, Minneapolis and St. Paul next week.

AT CHICAGO.

CONSIDERABLE improvement has been felt in the crockery and glass trade during the past week, and the dealers, both retail and wholesale, are feeling much better over the brightening up of the trade. Every salesroom is well filled with buyers, and reports from the traveling salesmen are very encouraging for a splendid season. Buyers continue to arrive and the dealers are showing their new lines.

* *

The Mitchell Woodbury Co. of Boston are showing 108 new shapes and designs, among which is a new novelty never shown in Chicago before in the shape of a cracker dish. This is an article with compartments for both crackers and cheese and has caught on very well with the trade.

* *

J. A. Brooks, Pacific Coast representative of the J. Bergen Cut Glass Co., has returned from his Western trip and is very enthusiastic over conditions as he found them in the west. "Every where I went," said Mr. Brooks, "I found evidences of great prosperity both among wholesalers and retailers alike. The presidential year is evidently having no effect on them out there, and they are buying just as they did before."

* *

Mr. Fischer, manager of the cut glass and silverware department of the Norris Allister Co., left Tuesday for a six weeks' trip through Florida.

* *

Mr. H. A. Anderson, representing the Pittsburgh Lamp and Brass Co., is back in town after a short trip through the State. Mr. Anderson reports a

splendid business and looks for an increase in business as spring approaches.

* *

E. H. Fox, representing the Phoenix Glass Co., is back in town after a stay in Detroit. Mr. Fox says that his firm is doing the usual amount of business.

* *

F. B. Tinker, in the Heyworth building, has his display rooms filled with buyers every day, and said he was too busy a man to talk. From the appearance of the rooms and interested way in which his buyers were looking at his samples Mr. Tinker didn't exaggerate any.

* *

The Norris Allister Co., in the Heyworth building, reports that their cut glass department is making rapid strides and doing some mighty good business.

* *

Among the buyers who have been in town during the week are: Mr. Kahn, of Lincoln, Neb., Adam Bollender of Rockford, Ill., H. W. Lindsay, of Omaha, Neb., Mr. Mengers, of the Ermer, Jackard & King Co., of St. Louis; G. J. Johnson, of Paxton, Ill., and R. P. Kiep, of Joliet, Ill.

* *

M. J. Geary, Chicago manager of Morimura Bros. in the Kesner building, reports good business for this time of the year and is busy getting his spring display ready for the buyers which visit his display rooms every year.

OBITUARY.

JAMES N. CLARKE, proprietor of the china and crockery establishment in St. Stephen, New Brunswick, known as the Albion house, died Friday evening, Feb. 23, after an illness of three days, death being due to heart trouble. The end came unexpectedly, Mr. Clarke's condition not being regarded as at all serious. Deceased was engaged in business for a period of over fifty years, and was esteemed in the community as a man of strict integrity in all of his business dealing. Although seventy-four years of age, he was to be found daily at his place of business up to within a few days of his death.

Louis P. McDuffee, of the Jones, McDuffee Co., Boston, died in Kalamazoo, Mich., on Tuesday. For nearly two years he had been in failing health and had paid but little attention to business. For many years he had been the Western representative of the house and was highly regarded by every one. He had become identified with Kalamazoo, taking a keen interest in civic matters where he built a handsome home.

Louis P. McDuffee was born May 13, 1836, at Barnston, Stanstead county, Quebec, his parents moving back to Derby Line, Vt. with him soon after. His home is in Kalamazoo, Mich. He was pre-eminent

as a salesman. He started with Clark, Adams & Clark of Boston, when still a young man. He entered the employ of Otis Norcross & Co. in 1863, and became a member of the Jones, McDuffee & Stratton Co. in 1867, and has been a partner or one of the directors continuously for over forty-five years. He had much to do in the development of its western trade. His judgment of credits, always valuable, and his perceptions of shapes, patterns, and quantities, have been almost unerring, profiting by the training he had in the Norcross commercial methods. Many salesmen have tried to emulate his example and habits.

IN TOWN

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- C Penshorn, with Meinecke Toy Co, t, Milwaukee. Hoffman House.
- A A Breton, with Shartenberg & Robinson, hf, New Haven. 75 Spring.
- W A Day, with Miller & Rhoads, hf, Richmond, Va. 55 White.
- H A Koll, with A Hamburger & Sons, hf,c, Los Angeles, Cal. 215 Fourth ave.
- A R Perkins, with Myers Co, hf, Greensboro, N C. Herald Sq.
- T C James, with T M James & Son, c, Kansas City.
- H J Hartley, with J M Hartley & Son, hf. 320 Church.
- J F Brosseau, with E Malley Co, hf. 320 Church.
- B N Eckenrode, with Dives, Pomeroy & Steward hf. Herald sq.
- J J Harrington, with Harris & Mowry Co, hf. 75 Spring.
- E McDonald, with J V Farwell Co, t. 72 Leonard.
- R R Schmidt, with Herpolsheimer Co, hf. 79 Fifth ave.
- W K Sutton, with L. Troxler, hf. 315 Fourth ave.
- H J Muldoon, with Golden Rule, hf. Longacre
- Thos S Neely, with Boggs & Buhl, c, Allegheny.
- Miss K M Riordan, with J H Bunce, hf,t,c, Middletown. 75 Spring.
- A F Meter, with J V Farwell & Co, t, Chicago. 72 Leonard.
- W K Cottrell, with C K Whitner & Co, hf, Reading. Navarre.
- H J Sieman, with Herpolsheimer Co, Grand Rapids. 821 B'way.

ROYAL COPENHAGEN ILLUSTRATED AND DESCRIBED.

THE finest volume we have seen devoted to one particular pottery and its product has recently been issued by T. Fisher Irwin, London, England, for the author, Arthur Hayden, entitled "Royal Copenhagen Porcelain—Its History and Development from the Eighteenth Century to the Present Day." It contains 104 black and white plates, seventy illustrations in the text, and five exquisite colored inserts. Mr. Hayden, who is also author of "Chats on English China" and "Chats on English Earthenware," is well qualified to treat the subject. In many cases the originals of the pieces illustrated are in the possession of reigning sovereigns, and only at much trouble and expense has the author secured permission to reproduce them. The volume is interesting from cover to cover.

BUSINESS BRIEFS.

A five-and ten-cent store will soon be opened in the Sterner building, Creston, Ia.

G. Bernstein has withdrawn from the firm, the Royal Five and Ten Cent Store Co.

The H. T. Nelson Mfg. Co., to manufacture novelties and notions, has incorporated for \$5,000.

Schedules in bankruptcy of the Ideal Gas and Electric Fixture Co., of this city, show liabilities \$27,598 and assets \$12,654.

Bernard J. MacCorry has been appointed receiver for the Continental Art Glass and Brass Co., of No. 22 Howard street, bond \$3,500. Assets are \$7,000.

Fire in the china store of J. M. Seeny & Co., Baltimore, did a lot of damage on March 1st. It started in the basement, burned out the store and did a little damage on the second floor.

The Shaw-Thompson Co. has been incorporated in Portland, Me., to conduct a general glass business. Capital stock, \$10,000. Paid in, \$200. William F. Shaw, president; Benjamin Thompson, clerk; Frank A. Thompson, treasurer.

Proceedings in bankruptcy has been filed against Paul Vollrath, doing business as Froeber & Vollrath, wholesale dealer in china and glassware at No. 57 Murray street, by Louis Wolf & Co., creditors for \$2,518, and two other creditors for \$291. Judge Holt appointed Thos. D. Hewitt receiver, bond \$4,000. Liabilities are \$9,000 and assets \$6,500. The business was started in 1905 by Mr. Froeber, who died on October 29, 1910. Mr. Vollrath became a partner on January 1, 1907.

THE merchant who has a pretty good opinion of himself and a mighty good opinion of his goods and who believes in advertising may build steam yachts and ride in his own automobile if he's got the courage of his convictions.

ON THE PACIFIC COAST.

THE crockery and glass business is rather quiet this month, due as the wholesalers think to the lack of rain throughout the State. For this reason some of the wholesalers have refrained from sending out their travelers. From past experience they know that merchants buy very cautiously when the prospect for grain and fruit crops is not favorable.

F. M. Dunn, local manager for the United States Glass Co., left last week for a ten-days' trip to Sacramento and nearby towns.

A. L. Conger, of the A. L. Conger Co., is now in San Diego, but is expected back at the sample rooms on March 2. During his absence a shipment of a new line of goods from the Tarentum Glass Co. has been unpacked and put on display.

Sylvester A. Baker, representing the Macbeth-Evans Glass Co., sends word from Portland, Ore., that he will be back at headquarters on March 7.

Mr. Richardson, manager of the crockery and glass department of Hale Bros., has returned from New York, where he has been doing the spring buying for his department. He reports that work will begin on the company's new building, which is to be erected at the corner of Fifth and Market streets, on April 1 and rushed to completion by the first of October.

Clifton Lewis is this week in New Mexico soliciting orders for the Pittsburgh Lamp, Brass and Glass Co.

B. F. Heastand, Coast representative for the Fostoria Glass Co., while out on his last trip contracted a bad cold and had to return home about ten days ago. He was confined to his home for about ten days when he ventured to the sample rooms. He could scarcely speak above a whisper for several days.

H. Cronmeyer is in receipt of more Bawo & Dotter import samples completing the lines of French china and cut glass. He still expects more German samples.

Geo. A. Boomer, representing the Plume & Atwood Co., is in Portland at present, and from there sends word to headquarters that he will be back March 7.

C. A. Bacon, of the C. A. Bacon Co., has just returned from a short trip to the San Joaquin Valley, where he says he found things shaping up very nicely. He is in receipt of a new line of cut glass from the Westmoreland Specialty Co.

C. F. Goddard, Los Angeles representative of

Morgan-Allen & Company's hardware and crockery lines, is spending a few days in the city.

Geo. L. Lewis, president of Shreve & Co., who was in Europe for several weeks, returned to San Francisco, February 26th.

E. P. Charlton & Co., of Oakland, have taken a five-year lease on the building now occupied by the H. C. Capwell Co. which will move into its new building about April 1. Before the new occupants take possession, the entire Blake block will be remodeled at a cost of \$75,000. The new lease calls for a rental of \$1,650 a month.

BRITISH POTTERY TRADE.

TRADE conditions in the pottery district of England were good throughout 1911, the demand for coronation goods being the special feature of the trade. It is a national tradition that occasions of royal thanksgiving should be commemorated by the gift to mugs of children. One firm had orders for 180,000 pieces, and the total output was over 500,000.

Stoke-on-Trent, which was confederated with the former towns of Burslem, Hanley, Longton, Tunstall, and Fenton, is the center of the British ceramic industries. It is estimated that 50,000 people are employed in the 220 potteries, whose production is valued at almost \$30,000,000 annually. Two important elements in the manufacture of pottery, are coal and marl for the making of saggars, which hold the ware when fired. These are both found locally. Materials which are imported are china and ball clays from the south of England, flint from France, bone from South America, and some borax from the United States. Only a small amount of feldspar is used here.

A shortage which is likely to be permanent has raised the price of Rio Grande bone ash, of which about 5,000 tons are used annually in the manufacture of china. The prices have gone up from \$24.33 and \$26.76 to \$38.93 and \$41.36. In the manufacture of the better class of china the shank bone only is used, which is obtained in England and calcined locally. There are four bone-burning kilns in the borough. There has also been a shortage in straw for packing purposes, and rye straw costs about \$24.33 per ton of 2,240 pounds.

The prices of some of the other materials used in the industry during 1911 were as follows, per ton: Slack, \$1.95; lead, \$107; ball clay, \$559; china clay, \$7.30 to \$10.46; borax, \$77.86; and wet flint, 8.5 cents per peck. Ground Cornish stone at the beginning of 1912 was quoted at \$13.38 per ton and ground flint at \$10.95 per ton. It seems probable that prices will be raised in all branches in the near future, on

account of the increased cost of materials, and the demand for higher wages. The turnover for the year was greater than for many years, owing to the fact that the manufacturers were able to keep their plants running full time, but their pro rata profits were less than in other years.

The principal articles made of china and earthenware are dinner sets, tea sets, electrical goods, and sanitary ware. Another important branch of the pottery industry is the manufacture of tiles and quarries.

A serious strike was threatened last year, but the differences were settled by arbitration. The wages of the flat pressers in the Rockingham section were advanced 8 and 9 per cent, and the hollow ware pressers and plate makers in the earthenware section received an increase of 5 per cent. About 1,000 men employed in local marl pits, where the buff colored marl is obtained for the saggars, gained a minimum wage of 10 5 cents per hour and the promise of an increase under certain conditions of ½ cent every six months, 12 cents, is obtained as a minimum wage. The local carters also obtained an increase from \$85 11 to \$6.09 per week.

About 3,000 men and 2,000 women are engaged as lead workers in this district. The cases of lead poisoning are diminishing under special rules and careful supervision; nevertheless the insurance companies have doubled their rates.

The exports of British pottery have been increasing each year, although the shipments to the United States have been decreasing. During last year that country was the only one which did not increase its purchases. Nevertheless, the United States is, and has always been, the best customer for British pottery. In 1910 Argentina and Canada exceeded the United States in the quantities of their purchases, but not in value, and during 1911 both Brazil and the British East Indies bought a larger quantity. The trade with Canada is increasing, and the difference between the value of Canadian importation and those of the United States was reduced from \$712,676 in 1910 to \$159,753 in 1911.

Following the United States with purchases valued at \$2,082,492 during 1911, the principal countries importing British pottery were Canada, \$1,922,739; Australia, \$1,503,579; Argentina, \$1,358,596; British East Indies, \$1,128,050; Brazil, \$1,027,838; British South Africa, \$645,546; and New Zealand, \$606,439.

Since 1895, when the shipments of earthenware invoiced through the Burslem consulate to the United States were valued at \$4,457,638, there has been a steady decline in the American purchases. The exports of chinaware to the United States in that year amounted to \$134,692, and shipments continued to increase, reaching the value of \$434,944 in 1906, from which time there has been a steady decrease.

The shipments of earthenware to the Philippines amounted to \$18,331, against \$18,572 for 1910.

THE BUYER AND HIS JOB.

LEST the impression exist that the buyer for a large out-of-town concern does not earn his salary by the "sweat of his brow," let us see what happens to him when he visits the city on a purchasing tour.

Immediately his arrival is known he is met, called on, 'phoned for, written to, and besieged by every one his firm has done business with in the last twenty years.

He is assured by ten different salesmen that ten different lines of dinnerware or cut glass are absolutely incomparable.

He is begged, cajoled, threatened and bullied until he promises to "drop in" and look over Jones, Smith's and Brown's goods.

He finds that, even though in his appropriation he has allowed a surplus for novelties, he is "up against it" in the way of reaching a conclusion about how he will spend the money.

He has to recognize quality at a glance, and not pay a bonus for a name.

If he is offered unusually long dating he becomes a Sherlock Holmes until he discovers the reason.

In short, he has to be "on the job" all the time, possess a cool head and sound judgment.



METTLACH PLAQUE AT E. R. THIELER'S.

Among the Potteries

East and West

East Liverpool and vicinity. The demand for the white and gold treatments on American dinnerware is not nearly so extensive this season as that prevailing a year ago, or even as late as last fall. This is caused, it is asserted, by the "changable views of woman". This season "decal" treatments are the most in demand, and almost every pottery in the western district has made changes in the decorating shops to take care of new business on these lines. The decorating capacity of the Smith-Phillips China Co., during the last week was increased twenty-five per cent, the demand for the new decal patterns on their "Princess" dinner shape being the heaviest experienced in years. Additional workers have been added all around

* *

J. H. Miller, the well known pottery and glass jobber, of Huntington, W. Va., spent a few days in the district last week, and he placed considerable business both for immediate and future delivery.

* *

The Potters Co-operative Co., of which T. A. McNicol is general sales manager, is the only domestic pottery making a display of American pottery at the Clay Products Exposition which opened in Chicago this week. A complete line of the dinnerware treatments of this firm were displayed, together with specialties, hotel ware, toilet and plaques. Four large spaces were occupied, and the display is under the personal supervision of Mr. McNicol.

* *

There is no let up in operations at the Thompson Pottery Co. The volume of decorated ware being shipped equaling, if not surpassing former records of this company, while the demand for its yellow ware is also on the increase.

* *

Mayor Robert J. Marshall, of East Liverpool, is determined to have pure water for the city. With this end in view he has appointed a commission to probe the situation, and four pottery manufacturers have been named. They are: Hal N. Harker, of the Harker Pottery Co., William E. Vodrey, of the Vodrey Pottery Co., J. W. Irwin, sales-manager and

secretary of the Edwin M. Knowles China Co., and Joshua Poole, general superintendent and chief chemist of the Homer Laughlin China Co.

* *

Willard Morris, Central States salesman for the Knowles, Taylor & Knowles Co., was compelled to leave the road for about ten days because of illness. He came home, and as soon as his condition warranted, he returned "to the trail".

* *

John F. George, general manager of the Cannonsburg (Pa.) Pottery Co.'s plants, has returned home after spending a few days in the district. Both Cannonsburg plants are operating full time. W. S. George, of the W. S. George Pottery Co., of East Palestine, O., who is also interested in the two Cannonsburg potteries, paid a recent visit to those offices.

* *

J. G. Lee, general manager of the Potters' Mining and Milling Co.'s plant here, who is now in Bermuda, has sent word to a number of local pottery manufacturers that "Bermuda is a perpetual spring season". He will not return home for six weeks.

* *

News has been received in this district of the death of Patrick Doran, aged forty-two years, of the Great Western Pottery Co., of Tiffin, O.

* *

There is an evident shortage of straw for packing purposes in the local district. This is partly due to the fact that no straw has been received from down river points for several months, and the natural shortage of the crop all over the country.

* *

Additional improvements are being made on the Frontier Decorating machine, which is a local invention, and which is to be installed in a number of western pottery plants during the next sixty days.

* *

A number of Chicago premium and "scheme" houses have placed some exceptionally heavy business with some of the local pottery manufacturers.

There is no denying the fact that Chicago is about the largest buyer of domestic pottery for premium purposes of any city in the country.

Morris Bergman, a pottery buyer from New York, who was spending a week in the district has returned home.

W. E. Rex and S. L. Brown, of Chestnut Hill, Pa., have formed Carlisle, Pa. the Carlisle China Clay products Co., with a capital stock of \$250,000.

At a meeting of the Board of Zanesville, O. Directors of the C. W. Stine Pottery Co, it was decided to spend about \$50,000 in the construction of a new pottery plant to replace that which was destroyed by fire recently. A line of art and stoneware will be manufactured.

Construction of the new pottery DuBois, Pa. plant at Falls Creek, near here, has been started by the Bohemian Art Pottery Co., which was formed several months ago.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending March 5, 1912.

ANTWERP		
119 packages glassware.....	B Gunthe]	
13 " "	C J Dierckx & Co	
43 " "	Graham & Zenger	
23 " "	L Straus & Sons	
1,499 " "	Miscellaneous Orders	
2 " earthenware.....	Herman C Kupper	
43 " "	Geo Borgfeldt & Co	
8 " "	Miscellaneous Orders	

BREMEN		
22 packages glassware.....	L Straus & Sons	
16 " "	Samstag & Hilder Bros	
3 " "	Strobel & Wilken Co	
440 " "	Miscellaneous Orders	
3 " earthenware.....	Geo Borgfeldt & Co	
32 " "	Knauth, Nachod & Kuhne	
83 " "	L Straus & Sons	
52 " "	Miscellaneous Orders	
19 " chinaware.....	Strobel & Wilken Co	
285 " toys.....	Geo Borgfeldt & Co	
2 " "	F A O Schwartz	
47 " "	Strobel & Wilken Co	
61 " "	Miscellaneous Orders	

GLASGOW		
16 packages glassware.....	H A Rogers & Co	

YOKOHAMA		
18 package earthenware	L Straus & Sons	
119 " " ..	Knauth, Nachod & Kuhne	
238 " "	Miscellaneous Orders	

HAMBURG		
160 packages glassware	Fensterer & Ruhe	
58 " "	O Goetz	
46 " "	Kmy-Scheerer Co	
268 " "	Eimer & Amend	
13 " "	Knauth, Nachod & Kuhne	
114 " "	Geo Borgfeldt & Co	
72 " "	L Straus & Sons	
12 " "	W H Plummer	
3 " "	Strobel & Wilken Co	
591 " "	Miscellaneous Orders	
10 " chinaware.....	Strobel & Wilken Co	
114 " earthenware	Bawo & Dotter	
12 " "	Koscherak Bros	
7 " "	O Goetz	
43 " "	L D Bloch & Co	
19 " "	F W Woolworth	
23 " "	J Wygand & Co	
4 " "	N Wapler	
2 " "	J Palme	
8 " "	F Bing & Co	
3 " "	C L Dwenger	
10 " "	Graham & Zenger	
8 " "	DeKeyser & Co	
98 " "	L Straus & Sons	
81 " "	Geo Borgfeldt & Co	
97 " "	Miscellaneous Orders	
42 " toys.....	B Ilfelder	
13 " "	Strobel & Wilken Co	
586 " "	Miscellaneous Orders	

LIMOGES		
55 packages chinaware.....	Theodore Haviland & Co	

LIVERPOOL		
11 packages earthenware	Strobel & Wilken Co	
9 " "	Meakin & Ridgway	
5 " toys.....	Geo Borgfeldt & Co	
8 " "	Miscellaneous Orders	

NAPLES		
2 packages earthenware.....	H Creange	

TRIESTE		
10 packages toys.....	Strobel & Wilken Co	

IMPORTS AT PORT OF BOSTON.

LIVERPOOL		
65 packages earthenware.....	Jones, McDuffee & Stratton Co	
55 " "	Rowland & Marsellus Co	
4 " "	E Boote	
10 " "	R Slimmon & Co	
11 " "	F W Woolworth	
45 " "	Mitchell, Woodbury Co	
98 " "	American Express Co	
43 " "	Miscellaneous Orders	

HAMBURG		
14 packages earthenware.....	Jones, McDuffee & Stratton Co	
36 " "	Patterson Wyld & Co	
85 " "	F W Woolworth	
89 " "	Geo Borgfeldt & Co	
123 " "	B D Webber	
59 " "	L Wolf & Co	
5 " "	Bawo & Dotter	
28 " "	American Express Co	
50 " "	First National Bank	
3 " "	Stone & Downer Co	
13 " "	R F Downing & Co	
129 " "	Miscellaneous Orders	

ROTTERDAM		
74 packages earthenware.....	Miscellaneous Orders	

CHINA AND JAPAN		
78 packages earthenware.....	Jones, McDuffee & Stratton Co	

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

The lamp season will open about the first of the month and indications at this time point to a heavy business. Announcement has been made by the United States Glass Co., that lists on their lamp lines have been advanced about twelve per cent. This advance became effective last Friday. The advanced list is only following out the announced policy of the company of giving the highest values for the lowest possible cost.

Telegrams received by William Bishop, of the Monongahela House, from W. H. Duval, of the Bryce Bros. factory, who was in St. Paul February 28, announced that Walter Lindsay, western salesman of the Duncan Miller sales force, was removed to a St. Paul Hospital that date suffering with pneumonia. "He is having the very best of attention and I will remain with him until James Duncan arrives on Friday," concluded the wire. Mr. Duncan left Pittsburgh Thursday for St. Paul.

The Krakno Glass Co., is showing a number of new decorations on their upright and inverted gas and electric shade lines, the first samples of the new creations being put on display during the last week.

The Ripley Glass Co. continues to add to its line of display jars and several new creations have recently been brought out. This firm is making a feature of special mold work, and a considerable amount of business is being secured along these lines. The staples of this company are also moving nicely, enough to keep the plant working full time.

Harry A. Ross, city salesman for the Pittsburgh Lamp, Brass and Glass Co., has returned from a brief business trip through the central part of Pennsylvania.

Wholesale druggists have been coming into the market rather strong during the last fortnight placing orders for their soda fountain staples in glass for the coming season. Bell top tumblers and sherberts are selling well, and those of the plain or colonial effects appear to have the call. Fruit bowls with and with-

metal covers have had a good sale so far, and the demand is expected to increase as the season grows older.

A new selling list on common tumblers and jellies became effective March 1. The advance amounts to one cent per dozen. Some manufacturers of the jelly lines are now selling a carton of jellies, six dozen to the carton, the entire lot being packed for the retail trade in that form. Jobbers in some localities are ordering liberally, and they appear to be anticipating their wants more so than at any time during the last two years.

Buyers visiting the district during the few days were E. W. Merrill, with the New England Furniture and Carpet Co., of Minneapolis, and Mr. Cole with Hamburger, of San Francisco.

Glass salesmen will be interested in learning that the Monongahela House in this city has been sold, that the property is to be razed, and that a new twelve story, 650-room hotel is to be built on the same site. While it is reported that the razing is to start April 1, and that the new house will be completed within a year, those occupying store rooms in the present building have signed leases for another year, and these have not been bought in. The new company is said to have stood an expense of \$3,500,000 in buying the property and erecting the new hotel.

Howard F. Evans, of the Macbeth-Evans Glass Co., and D. O. Cunningham, of the D. O. Cunningham Glass Co., of this city have been named as members of additional committees which have just been formed by the Pittsburgh Industrial Development Commission for the boosting of Pittsburgh. Both gentlemen are sales managers of their respective concerns.

F. C. Winship, with the new lines of the H. C. Fry Glass Co., spent the past week in the district. The company this season is making a special feature of light cut stemware, and a number of new patterns are being shown.

Information has been received here that the Clarksburg, W. Va., plant of the Hazel-Atlas Glass

Co., is to have its capacity doubled. New buildings are to be erected.

It is not likely that any changes will be made in the offices of the American Association of Flint and Lime Glass Manufacturers during the annual meeting which will be held in the general offices here next week. It is likely that preliminary matters in connection with the annual summer meeting will be discussed at this session.

The L. E. Smith Glass Co., of Mt. Pleasant, has entered upon an extensive scale the manufacturing of decorated glass novelties for the confectionery trade.

The Corona Cut Glass Co., of Toledo, is about to come into the market with a new line of copper wheel engraved glassware, and as a result a number of new designs and patterns have been arranged for.

The sale of glass fruit jars is pronounced a little slow this season. Lists remain about the same as at the year's end. Demand is expected to increase as the season advances.



L. D. Hallock and Sons Co., of Moundville, Wheeling, have been awarded the W. Va., contract for the new \$150,000 building at the Fostoria glass factory. This building will be erected in back of the main building and will be of large dimensions, occupying the site formerly occupied by the stock shed and cooper shop, and when completed will be utilized as a warerooms and selecting department on two floors, while the basement will be used for box and barrel making. The structure is to be three stories. It will be constructed of fireproof material as far as possible, brick, cement and steel structural work composing the principal materials.

BATH TUB CASE COLLAPSES.

UNITED STATES Judge Angell, presiding in Detroit, Mich., at the trial of the so-called bath-tub trust, charge with conspiracy in restraint of trade, ordered the acquittal of seven of the defendants. Two other defendants would have been acquitted, but they signified their willingness to see the case through.

The seven defendants freed by order of the court are W. A. Hyler, treasurer of the Standard Sanitary Manufacturing Co., of Pittsburgh; Alex Walker, director of McVey & Walker Braddock, Pa.; L. C. Huesman, president of the Union Sanitary Manufacturing Co., Noblesville, Ind.; Max Goebel, secretary of the J. L. Mott Iron Works, Trenton,

N. J.; John Clifford, general manager of the L. Wolff Manufacturing Co., Chicago; the Colwell Lead Co., New York, a corporation defendant, and Reid Carpenter, secretary of the Humphryes Manufacturing Co., Mansfield, Ohio.

THE UNITED STATES GLASS CO.'S NEW HOME.

ELSEWHERE in this issue we publish pictures of the warerooms of the United States Glass Co., in this city. A glance will show that they are commodious, light and admirably adapted to the display of their glassware. The display is probably the largest of any concern in the country, if not in the world and comprises a vast number of articles and prices. They make not only every article used in the home, hotel or bar, but an endless variety of useful wares for stores, factories the arts and sciences.

They are constantly adding to their lines, and some idea of the magnitude of their business may be had when it is stated that this season no less than five hundred new patterns were added to their already big lines. This addition would be a fairly good line for an ordinary factory. The company have built up



THE NEW MONONGAHELA HOUSE, Pittsburgh.
Courtesy of the "Gazette Times."

a splendid reputation for quality, excellence of workmanship and design.

They make a clear brilliant metal and employ the best talent available in their business.

The wisdom of establishing these enlarged ware-rooms is evidenced by the number of visitors who have called on them already, and not one of them has failed to express admiration not only of the goods but of the fine rooms in which they are shown.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Traveling and city salesmen. Housefurnishing, china and glass. Must be well-acquainted with trade. State salary, experience and territory. Address Box 797, this office.

SITUATIONS WANTED.

WANTED—Indoor position in wholesale china house by a young man brought up in the business. Knows English French and Spanish. Would go on the road. Address Box 793, this office.

BUSINESS OPPORTUNITIES.

A GREAT opportunity is offered for the purchase of a well-established, strictly china and glass business in a large city near New York, at a small outlay of cash. Little or no competition. Good reasons for selling. Address Box 794 this office.

MANUFACTURERS, ATTENTION!—Wanted strong line of dinnerware also blown and pressed glassware for New England. Have established trade with office in Boston. Address Box 796, this office.

WANTED TO RENT.

66 WEST BROADWAY, corner Murray street, an exceptionally good, light salesroom and office, has 755 square feet, steam heat, electric light, passenger and freight elevators. Suitable for the crockery and glassware business. Rent very low. CRUIKSHANK Co., 141 Broadway, New York.

25 WEST BROADWAY, headquarters of the crockery industry. All large, light offices, especially constructed for the display of china, glassware and crockery. Elevator, steam heat. Rents reasonable. CRUIKSHANK Co., 141 Broadway, New York.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

AVENIR LIMOGES CHINA.
F. W. JENKINS & CO.,
24 MURRAY STREET,
Street Floor. New York.

ORIENTAL GLASS CO.,
MANUFACTURERS OF

By Stained and Decorated Glassware in Opal, Ivory, Ruby
Mat and Gold, Crystal Mat and Gold.

COLORS CATALOGUE AND PRICE LIST ON APPLICATION.

Office and Works: PITTSBURGH PA., U. S. A.



MR. E. C. BRONNUM

has just arrived from
Copenhagen with an
aggregation of the
most original master-
pieces ever executed in

Royal Copenhagen Porcelain

AND

Copenhagen Art Fayence.

The collection embraces
figures and vases as well
as dinnerware. The de-
signs and colorings are
more beautiful than ever.
You are cordially invited
to come and inspect this
unique collection.

**ROYAL COPENHAGEN
PORCELAIN WORKS**

16 West Thirty-Third St.,
NEW YORK.

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Fine Pottery, Glass and Lamp Merchants,
(TEN FLOORS,)

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE SPODE'S TOWER, MONTEREY,	W. T. Copeland & Son, Ridgways.
Flow Blue MEISSEN, Onion pattern	" "
Old Blue WILLOW,	" "
The ORLOFF,	" "
The NAPLES WREATH,	" "
The MELBA	" "
The BRIDAL WREATH, Hotel	" "
The GENEVA, Hotel,	" "
The MILAN, Hotel,	" "
The DUSSELDORF	" "
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The BALMORAL	" "
The SANTOS, White and Gold,	" "
The ST. MALO, Apple Green and Gold,	" "
The HAVELLA,	" "
The SIMPLON	" "
The GROSVENOR,	" "
The BARODA,	" "
The MIKADO, Green and Gold,	" "
The ARNO	" "
The WHITE HOUSE, White and Gold	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The GOLDEN CHAIN,	Alfred Meakin, Ltd.
The WINDERMERE, printed and gold,	" "
The SENATE,	" "
The ALEXANDRA,	Booths, Ltd.
The MARQUIS,	" "
The ATHENS, Cobalt and Gold	W. H. Grindley & Co.
MARENGO	" "
The CASKODEN,	" "
The HQFBURG, Flow Blue and Gold,	" "
The ROSALIND, Green and Gold,	" "
The EMPIRE,	Upper Hanley Pottery Co.
The DEVONSHIRE,	Samuel Ford & Co.
Old BLUE CANTON China, Hong Kong.	" "
Old BLUE FITZHUGH China, "	" "
Green and Gold MEDALLION Canton China, Hong Kong	" "
The FONTENAY,	R. Delinieres & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden
LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	" "
The MALVERN, MULBERRY and DOVE,	" "
The TUNBRIDGE China,	Doulton & Co
The ST. LAZARE SPRAY,	Haviland & Co. China.
The CHARONNE,	" "
The DONHOFF,	" "
The SPRINGTIME	" "
The MONTEBELLO,	" "
The SONDERBURG,	" "
The NORMA,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL,	" "
The ST. GEORGE, Gold Encrusted	" "
The FRONTENAC,	" "
The COUNTESS,	" "
The MIRAMAR,	" "
The AUTUMN LEAF,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
EMPIRE WREATH,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
FONTAINBLEAU,	" "
BLEU DE FOUR, Encrusted Gold.	The NAVARRE, J. Pouyat
White and Gold Encrusted, the LORRAINE,	" "
The ATHENA,	" "
The NARBONNE, Green Band and Gold Lace,	" "
The FULDA, Austrian China.	" "
The MUNICH,	" "
The GRENADA,	" "
The LONATO,	" "
The INNSBRUCK,	" "
The BARONIAL, White and Gold, Bavarian China.	" "
The LOUVRE,	Theodore Haviland & Co
The ARDENNES,	" "
ALTADENA, Border Hotel,	John Maddock & Son
Royal Dresden BLUE ONION Porcelain, Crossed Swords Brand.	" "
MEISSEN CHINA (Dresden) Blue Onion.	" "
The ODESSA, White and Gold Encrusted,	John Aynsley & Co
and others which for lack of space cannot be enumerated here	" "
Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, Knowles, Taylor & Knowles, and others.	" "
Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,460 BINS occupied in our sixteen lofts.	" "

CROCKERY & GLASS JOURNAL

NEW YORK, MARCH 14, 1912.

THE CONDITION OF BUSINESS.



Business is moving along in fairly good shape, the sales this week keeping up about to the average. Fewer visitors were seen in the District the latter part of last week, though those who were here bought pretty freely and the arrivals this week are about as numerous as they were last year at that time.

The business of selling will soon be transferred to the road and it is confidently believed that better results will be obtained than in the warerooms. For several years it has been noticed that the travelers found it easier to sell dinnerware on the road than in New York, as buyers found it expedient to consult their sales people about patterns. While that is unquestionably a desirable and commendable matter, it does not give the importers a chance to show the full lines, it being impossible for a traveler to take samples of all the good things in stock. Another reason why good sales are expected is that more buyers than usual, this year, took "memorandas," promising to place orders with the salesmen when they called.

With milder weather the domestic manufacturers of pottery are getting a little better business, the men on the road reporting a decided increase, and they all seem to think that after Easter there will be a big trade.

The glass manufacturers are all busy, the demand for blown goods keeping right up to a gratifying degree. Pressed goods, too, are reported as having moved more freely, as there have been demands for scheme and souvenir goods.

The cut glass makers are certainly having their innings, as from all accounts this season is proving to be the best in the history of the trade.

Inquiries are beginning to come in as to what the manufacturers will have in the way of lamps. But so far the actual sales are not big. That interest is

manifest, however, indicates that a little later they will be in a strong demand.

The retail trade in this city is very moderate. The stores, that have had special sales, report, however, that they did as good a business as last year. One good thing about their sales is that they tend to reduce stocks even though special purchases are made for them.

Better reports are coming in from rural districts, particularly in the west, where business has improved materially within a week.

The prospects for future business are much better than they were a week ago. Copious rain has fallen in California, and the dealers all feel better in consequence. The backbone of winter has been broken, and every body rejoices.

An encouraging sign in these times, when strikes are numerous, and when there has been a feeling of unrest, is that the savings banks in New York report an increase of \$50,000,000 in deposits over last year. When the strikes and disturbances are settled perhaps some of this money will find its way into the tills of the crockery merchant.



More freedom in buying has been experienced by some of the western pottery manufacturers during the last week, and it is now believed that with open weather the demand for spot goods will be more generous. Jobbers are reporting a better condition in business, and this will of course be reflected in the business that will be offered the pottery manufacturers.

East Liverpool and vicinity.

Pittsburgh and Vicinity.

Demand for general lines has been more generous with the glass manufacturers during the last ten days. Large buyers of summer souvenir glass have started to come into the market and those orders, added to those being re-

ceived for staples, has developed a nice volume of business, sufficient to keep all the plants working steadily.

AN ATTRACTIVE WAREROOM.

HEREWITH we publish a picture of John Davison's wareroom, declared to be by all the visitors who see it the handsomest room in the district. It is a setting for some of the finest wares which come to the New York market, containing as it does high grade English china and earthenware from such well known potteries as Coalport, George Jones & Co., F. Winkel & Co., Adderleys, and glass from Stevens & Williams.

On entering one is immediately impressed. The Vista is a glittering array of brilliant glass on one side, and a riot of beautiful colors on the other. Much taste is displayed in the harmonious contrasting of the various patterns. Even pretty things may be spoiled by injudicious arrangement, but here everything is shown to the best advantage.

Mr. Davison has been so long in the business that besides having a refined taste himself has gauged the tastes of the people and his goods are selected with a knowledge of what people want. Needless to say the prices are right.

THE CLAY PRODUCTS SHOW.

THE International Brick and Clay Products Exposition, which has been held at the Coliseum, Chicago, March 7 to 12, closed Tuesday night and was regarded as a success by both exhibitors and those who visited the exposition.

There were more than 240 exhibitors represented, and the exhibits included everything from a clay pipe to a full-sized brick bungalow. Included in the exhibits was that of the American Pottery Tableware Co., which was one of the most attractive exhibits of the show. This company had on display a line of their tableware both plain and fancy.

The Ceramic Department, of the Chicago Art Institute, decorated their booth with hand-painted china, the work of the students of the institute, and was the center of interest for those interested in hand-painted china.

The Lansing Pottery Co. had a booth of pottery exhibits that attracted considerable attention.

OBITUARY.

ANTHONY ZIHLMANN, president of the Huntington Tumbler Co., of Huntington, West Va., died on Tuesday, February 27th. Mr. Zihlmann was organizer of the company, and has held the office of president since its inception.



JOHN DAVISON'S WAREROOM.

The New York Crockery and Glass District.

Rowland & Marsellus Co. have a particularly fine line of service plates and individual breakfast sets, which they claim cannot be equaled in the country. The designs are all very handsome and, as the use of service plates is increasing every year, as are the individual breakfast sets, the wise dealer prepares for the needs of his customers. A call at their warerooms will be of mutual advantage.

Thos. G. Jones, representing the Economy Tumbler Co., in this city, has some attractive novelties in blown glass with light cuttings. Chief among these is a hanging vase made in several sizes. This is decorated with the new double process etching, also with light cuttings of conventional and geometrical designs. This is an appropriate article for Easter trade. A crystal glass vase, nicely arranged with flowers, is very pretty when suspended from a bracket and its decorative value is great.

As the import season advances the popularity of the new designs brought out by Porcelaines G. D. A. increases. The patterns are, as usual, quiet and refined, and appeal to those who do not wish for gaudy decorations.

The Niagara Cut Glass Co. report that a good business was done in the special advertising in the CROCKERY AND GLASS JOURNAL a week or so ago as a "special flyer." Those who secured them were fortunate, they were a good bargain. They may still have more left.

The Dresden Sporting line, made by Villeroy & Boch at their Dresden works, being shown by E. R. Thieler, is attracting a good deal of attention. The goods are suitable for plate rails, smoking dens, college boys and girls rooms or Dutch rooms or clubs. They are made in a variety of shapes for tobacco jars and trays, plaques, water sets, mugs, all bearing "sporty" decorations. Among the sports represented are the auto, sailing boat, cycling, hockey, horse racing and hunting, but chief among the scenes is baseball which will delight the heart of any American, and also football so dear to college undergraduates.

The ground color of the ware is brown, and the subjects are treated in their natural colors. The whole idea is excellently carried out.

Cox & Lafferty are making a special offer in their "ad" for Takito, Ogawa & Co., Japan, this week. It consists of an assortment of chocolate, coffee, tea, bureau and berry sets, cups and saucers, etc., for two dollars a dozen. If a little judgment is exercised in marking the selling price of each item, a buyer can realize a handsome profit and at the same time give his customers big value for their money. They claim that there is not a "sticker" in the lot.

The new samples that E. C. Bronum, of the Royal Copenhagen Works, brought with him on his visit to New York are more attractive than anything that has yet emanated from this factory. The coloring and artistic work on the vases are really beautiful. The originality displayed in shapes is wonderful, and the modeling of the groups of figures cannot be surpassed. Only artists of international repute are engaged on the latter work and the results of their efforts are creations worth seeing.

The rich gold decorations shown on the dinner set of Limoges china from the factory of Vogt & Dose as shown in the advertising columns this week are much above the average. The offer that the firm is making is liberal and worth while taking up.

Bassett's letter writer takes Diogenes as his text this week and makes a good story to exploit Bassett's stock patterns.

The artistic merits of Schierholz goods have a strong hold on dealers who handle wares appealing to a refined taste. They are adapted to wedding gifts, souvenirs, etc., are not high priced, when the quality is considered, and are as beautiful as anything of a like nature in the market.

George N. Blust, of the Pittsburgh Lamp, Brass and Glass Co., was busy opening new lighting glassware last week, each barrel containing an additional

pleasant surprise. The new "Havana" line is certainly destined to be successful. The glass is of a pretty brown shade, and is made in many shapes and treatments. It is roughed inside with clear stripes and iced with clear stripes, has a key border pattern, is made bell-shaped, round, square and octagon. The whole line is attractive and well carried out.

Wm. D. Finke has some new samples in cut glass that should receive favorable attention from the buyers. One, a spoon tray with a floral design, has, in place of the usual scallops, what may best be described as a battlement effect. The set of glove, ewel, handkerchief, puff boxes and hair receiver is extremely good; the first three items have electroplated mountings. In his window he has a special show piece, the "La Salle Vase." It is a cylindrical-shaped vase with a flared base of exquisite cutting, measuring twenty-five inches in height.

The Brush-McCoy Pottery Co.'s new line known as the "Woodland" is meeting with unprecedented success. The jardinières, fern-dishes, cuspidors and umbrella stands particularly finding favor. The coloring is a rich green and, as the name indicates, it bears a woodland scene, which presents a view through the trees with green hills in the distance.

Robert Slimmon & Co. are introducing a neat novelty in Rockingham teapots. Anything new in that prosaic article is sure to attract attention, and such a departure as this ought to make a mild furore. It is an individual combination pot, sugar and cream. The sugar sits where the cover ordinary would and the cream makes a cover for the sugar, and then there is a cover to that which, when the sugar and cream are used, takes its proper place on the teapot. As one piece, it is complete and pretty; when separated to make the three pieces of the set it is a dainty service for the sickroom or for a guest. The pots are shown in plain and ornamental designs. It is patented.

The display of ware from Doultons, Ltd., and W. H. Grindley & Co., at W. S. Pitcairn's is one of the attractions in the District. The beautiful designs and excellent workmanship of Doultons' goods are known wherever fine china is used, and Grindley's earthenware has a worldwide reputation. The latter have gone extensively into hotel ware in recent years, maintaining the same supremacy that has characterized their earthenware.

MECHANICAL AND DESIGN PATENTS.

THE Guernsey Earthenware Co. have obtained mechanical and design patents on all their new shapes and designs. This they have found necessary

in order to protect themselves. The new pot which has a knob that is countersunk, so that pots may be stacked, and also is so arranged that the lid will not fall off, is entirely original with them, and they naturally wish to control it. This, as well as the octagonal, oblong, square and other shaped casseroles, that are new quite recently, are all patented.

AT BOSTON.

A DECIDED improvement was noticed in the tone of the trade this week, and both crockery and glass moved briskly. Retail trade in the suburbs was decidedly better and in the city proper some of the dealers reported increased sales.

Edwin J. Tucker, of the firm of Chase & Francis, who is confined to his home with the grippe, is improving steadily.

Albert E. Haskell, Federal Glass Co., is enjoying a brisk demand for the new line of goblets and tumblers just received, which are offered at moderate prices.

James J. Hanning, late buyer of china and glass-ware for Jordan Marsh Co., is seriously ill at his home in Somerville. The Boston coterie unite in wishing him a speedy recovery. Guy Hawthorne has succeeded Mr. Hanning.

Geo. A. Granville, A. H. Heisey & Co., Newark, has received a new line of flower vases, ranging from one to seven feet in height.

George K. Marshall, Boston manager for Fostoria Glass Co., returned from his initial road trip with pleasing orders. His itinerary this week includes Providence and Springfield. During his absence, buyers will be handled by his assistant, A. B. Chambers.

Mr. Purington, Harry B. Hollis' popular road man, started out Monday for a sojourn among the Maine trade. He is enjoying phenomenal success with the deservedly popular "Luceo" reflector shades of the Jefferson Glass Co.

Frank G. Lombard, salesman for Mitchell, Woodbury Co., has inherited a fortune of several hundred thousand dollars, inclusive of a large Somerville estate.

E. Roy Pierce, president of the A. H. Hews Pottery Co., Cambridge, the largest manufacturers of flower-pots in the world, has returned from St. Petersburg, Fla., after a brief recuperative visit. Mr. Pierce states that the past two months have been the most profitable ever experienced in the history of the firm.

For 177 years of active business, this statement, coming from such a source, is potent with meaning, and indicative of a period of trade betterment. Mr. Harris, manager, Long Island city branch, reports unusual activity.

Arthur G. Richardson, formerly of the firm of the old crockery house of E. M. Nelson Co., has been confined to his Winchester residence with a recurrent attack of the grippe; lately he has been able to visit his office one hour daily.

Gardner Brewer, of Burlington, who buys in car-load lots, honored the Hub this week.

The Shaw-Thompson Co. has incorporated at Portland for \$10,000, to buy and sell glassware of all kinds.

John J. Curry buyer china and glass department of Houghton & Dutton Co., has returned from one week's sojourn in the "Greatest City."

S. J. Nealis, buyer for the Woolworth Syndicate, has resigned his position to accept another with the Gamble-Desmond Co., New Haven, by whom he was employed prior to his connection with the Syndicate.

Among New York's visiting salesmen this week were: Walter E. Knowles, with Wm. Guerin Co., showing, the Pouyat lines; Harry L. Seixas, with Edward Boote, Cauldon china; Alfred G. Moment, M. Redon, Limoges line; Gaston Weinstein, with H. Creange, and Hugh Edmiston, with Alfred Meakin, Ltd.

There was a profusion of buyers in town this week, attesting of a good spring business, and include: Miss Berry, with Eastman Bros. & Bancroft Co., Portland; Frank A. Smith, A. G. Pollard Co., Lowell; Mr. Goodnow, of Goodnow, Pearson Co., Gardner; William F. Cloan, of Marblehead; Mr. Lougee, of the Lougee-Robinson Co., Laconia, N. H.; Charles F. Hunt, of Waltham; Arthur Racicot, of Racicot Bros., Webster; Mr. Richardson, Clarke-Sawyer Co., Worcester; Joseph Donahue, for Robertson-Sutherland Co., Lawrence; Mr. Morrill, of Morrill Furniture; E. C. MacBeth, for E. S. Brown Co., Fall River; Mr. Keller, with Denholm & McKay Co., Worcester; George Fuller, Salem; T. L. Evans, of T. L. Evans & Co., Biddeford, Me.; Mr. Disco, of Disco Bros., Norwich, Conn.; Mr. St. Louis, with James Edgar Co., Brockton; Frank H. Dunmore, The Shepard Co., Providence; Mr. Swift, of the Swift & Turner Co., Augusta, Me.; George Alden, of Brockton; Mr. Conant, of Bradford, Conant Co., Lewiston, Me.; A. F. Roberts, of Roberts & Son, Brattleboro, Vt.; David Dickson, Lowell; George H. Williston, Fall River; Mr. Goldsmith, with Royal Paper and Supply Co., Providence; Mr. Graves, with the

Symonds Furniture Co., Lynn; William H. Eaton, of Eaton & Williams, Fitchburg; George A. Reed-path, Lynn; A. A. Sprague, the Howland Dry Goods Co., Bridgeport, Conn.; Gardiner Brewer, Burlington, Vt., and Mr. Ellis, with Almy, Bigelow & Washburn, Salem.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending March 12, 1912.

ANTWERP

91 packages glassware.....	B Gunthel
12 " "	Graham & Zenger
13 " "	Miscellaneous Orders
1 " earthenware.....	L Straus & Sons
70 " "	Miscellaneous Orders

BREMEN

7 packages glassware.....	L Straus & Sons
25 " "	J H Venon
4 " "	Strobel & Wilken Co
194 " "	Miscellaneous Orders
104 " earthenware	Geo Borgfeldt & Co
39 " "	Knauth, Nachod & Kuhne
2 " "	Miscellaneous Orders
52 " chinaware.....	Strobel & Wilken Co
1 " toys.....	Geo Borgfeldt & Co
8 " "	A Steinhardt & Bro
6 " "	Samstag & Hilder Bros
144 " "	F W Woolworth & Co
8 " "	G W Travers
69 " "	Strobel & Wilken Co
128 " "	Miscellaneous Orders

CHRISTIANA

19 packages earthenware.....	Bawo & Dotter
211 " "	Geo Borgfeldt & Co
11 " chinaware.....	Royal Copenhagen Porcelain Co
2 " "	W H Plummer
6 " "	Miscellaneous Orders

LIVERPOOL

85 packages earthenware.....	W S Pitcairn
4 " "	L Straus & Sons
19 " "	The Rowland & Marsellus Co
14 " "	Maddock & Miller
13 " "	G F Bassett & Co
5 " "	Ed Butler
2 " "	Fondeville & Van Iderstine
10 " "	E Boote
18 " "	Geo Borgfeldt & Co
11 " "	R Slimmon & Co
43 " "	F W Woolworth
19 " "	H C Edmiston
4 " "	W H Plummer
1 " "	Fensterer & Ruhe
5 " "	Strobel & Wilken Co
5 " "	Miscellaneous Orders

GLASGOW

34 packages glassware.....	H A Rogers & Co
2 " earthenware.....	W S Pitcairn

LIMOGES

61 packages chinaware.....	Theodore Haviland & Co
----------------------------	------------------------

ROTTERDAM

14 " "	Lazarus & Rosenfeld
9 " "	Miscellaneous Orders

SOUTHAMPTON

8 packages chinaware.....	Bawo & Dotter
4 " "	H Creange
47 " "	Miscellaneous Orders

HAMBURG

33	packages glassware	Fensterer & Ruhe
11	"	LD Bloch & Co
12	"	Strobel & Wilken Co
44	"	Miscellaneous Orders
7	earthenware	Herman C Kupper
25	"	L Straus & Sons
38	"	Bawo & Dotter
32	"	Lazarus & Rosenfeld
3	"	J Palme
12	"	F Bing & Co
114	"	Miscellaneous Orders
18	chinaware	Strobel & Wilken Co
14	toys	B Illfelder
22	"	Strobel & Wilken Co
169	"	Miscellaneous Order

IMPORTS AT PORT OF BOSTON

LIVERPOOL

81	packages earthenware	Jones, McDuffee & Stratton Co
1	"	Richard Briggs & Co
4	"	American Express Co

ANTWERP

33	packages earthenware	Jones, McDuffee & Stratton Co
5	"	First National Bank

IN TOWN

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

Miss Ward, with Daniels & Fisher Stores Co, c. 56 Worth.
 Miss E Brennan, with Rothschild & Co, c,g. 216 Fourth ave.
 A Kallman, with England Bros, hf, Pittsfield, Mass. Herald square.
 H Greve, t, and A F Brockman, with The Fair, hf, Chicago. 225 Fourth ave.
 J B Williamson, of Williamson & Jenkins, c, Vancouver, B C.
 J H Reese, with Hager & Co, c, Lancaster, Pa. 75 Spring.
 C Smith, with Brown, Thomson Co, hf, Hartford, Conn. 2 Walker.
 J S Broseau, with Ed Mallet Co, hf, New Haven, Conn. 320 Church.
 A A Breton, with Shartenberg & Robinson, New Haven, Conn. 75 Spring.
 O Philips, with McCreery & Co, c, Pittsburgh, Pa. 214 Church.
 E H Wolf, with L S Donaldson Co, t, Minneapolis. 2 Walker
 H Phillips and R J Calm, with Dives, Pomeroy & Stewart, hf, Reading, Pa. 2 Walker.
 C A Heckert, with G B D G Peck Co, t,hf, Kansas City, Mo. 2 Walker.
 A J Kline, with W H Bennethum, jr, hf, Harrisburg, Pa. 2 Walker.
 F W Pickup, with H H Sturtevant Co, Zanesville, O. 320 Church.
 G H Charlton, with Jones Store Co, hf, Kansas City, Mo. 214 Church.
 Mr Percy, with Dobbs-Way, c, Atlanta. Holland House.
 Mr Davison, with Thos Long, c, Boston.
 Mr Ackermann, with Kahn Bros, c, Oakland, Col.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of December, 1911, compared with the same month in the preceding year, were as follows:

	1910	1911
Great Britain.....	\$205,797	\$190,922
Austria.....	52,556	45,108
France.....	16,878	146,024
Germany.....	283,794	224,272
Japan.....	59,177	57,553
Other Countries.....	31,869	38,311
Other Europe.....		
Total.....	\$786,571	\$702,190

FOR TWELVE MONTHS ENDING DECEMBER.

	1909	1910	1911
Great Britain...	\$2,669,745	\$2,757,234	\$2,455,654
Austria.....	812,681	723,713	658,581
France.....	1,840,270	1,806,867	1,666,957
Germany.....	3,721,028	4,412,969	4,410,565
Japan.....	1,187,822	1,246,705	1,226,840
Other Countries	311,402	369,038	358,765
Other Europe..			
Total.....	\$10,542,878	\$11,319,526	\$10,846,812

TOYS

	1910	1911
Germany.....	\$2,8339	\$217,440
Other Countries.....	47,618	62,841
Total.....	\$3,6,032	\$280,281

FOR TWELVE MONTHS ENDING DECEMBER

	1909	1910	1911
Germany.....	\$5,491,635	\$6,789,517	\$7,10,418
Other Countries	570,687	776,018	940,615
Total.....	\$6,062,322	\$7,565,530	\$8,151,033

GLASSWARE.

DECEMBER		FOR TWELVE MONTHS ENDING DECEMBER		
1910	1911	1909	1910	1911
\$567,015	\$571,664	\$1,189,940	\$7,287,040	\$6,429,998

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

DECEMBER		FOR TWELVE MONTHS ENDING DECEMBER		
1910	1911	1909	1910	1911
\$370,667	\$350,728	\$4,922,026	\$6,166,830	\$4,893,600

ON THE PACIFIC COAST.

THE travelers recently in from the road say they heard no complaints in the country except against the continued dry weather. To-day with reports coming in of a general rainfall all over the State, the trade is smiling contentedly, for it feels confident that the downpour means a continuation of the prosperous times which California has been enjoying, but which would be somewhat deferred in the case of poor crops. Now all uneasiness about the output of the year's crop has been dispelled, and travelers are starting out on their March trips expecting an increase in business, especially in the country districts.

Among the buyers in San Francisco this week were: Mr. Evans, of Geo. P. Shafer & Co., Modesto; Alfred Stahl, from San Diego, Mr. Riggs, of Riggs Bazaar, Vancouver, Wash., and Mr. Landers, of Landers' Bazaar, Centralia, Wash.

Mr. Thiel and Mr. Martin, of the Stone-Fisher Co., Tacoma and Seattle respectively, have sent notice that they will be here soon in the interest of their company.

Mr. Nagel, of the Nagel-Chase Co., Chicago, Ill., has just finished a trip to the Pacific Coast.

Geo. A. Boomer, Coast representative of the Plume & Atwood Mfg. Co., has just returned from a six-weeks' trip, covering his entire western territory. He came home directly from Seattle, where he says business is improving wonderfully.

Clifton Lewis, of the Pittsburgh Lamp, Brass and Glass Co., is at headquarters again after several weeks in the southern territory. He reports conditions very favorable in both Arizona and New Mexico where he has just been.

Chas. F. McGee, buyer for Rhodes Bros., Tacoma, Wash., accompanied by his wife, was here last week on his way home from the east.

F. M. Dunn, Coast manager for the United States Glass Co., has just returned from a short valley trip, where his new lines met with success. He is showing several new patterns in blown ware, cut and etched.

H. H. Moulton has sold his five-ten-and twenty-five cent store in Salina, Cal., to Louis Hertz, recently from New York, who is continuing the business along the same lines.

A representative of the Los Angeles China Co. has asked the Los Angeles city trustees for permission to maintain a side track from the Salt Lake Road to the property at Ellendale avenue and Chestnut street, which the company proposes purchasing for a factory site.

The table service of the new Hotel Multnomah, which opened a short time ago in Portland, Ore., and which is elaborately furnished throughout, has been the subject of much comment by the visitors to the place. The design outlined on the chinaware consists of conventionalized arrowheads, tomahawks, beadwork and other relics associated with the Indian lore of the Northwest, while in harmonious coloring in the background the figure of the Chief Multnomah, the Indian hero from whom the hostelry derived its appellation, may be seen.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments month end'g Feb. 24, '12	Correspond- ing period 1911	Exports Jan. 1 to Feb. 24, '12	Correspond- ing period 1911
Boston.....	868	672	1245	1298
New York.....	520	755	1046	1711
Baltimore.....	818	938	1587	1614
Philadelphia....	273	391	512	807
New Orleans....	109	60	147	185
Newport News...	2	2	31	6
San Francisco ..	75	....	172	18
Portland (Me.)..	166	106	294	373
Galveston.....	11	7	86	324
Portland (Or.)..	18	....	26	....
Inland Points....	36	192	88	279
Total..	2896	3123	5234	6615

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Feb. 17, '12	Correspond- ing period 1911	Exports Jan 1 to Feb. 17, '12	Correspond- ing period 1911
New York.....	221	125	1090	1461
Boston.....	283	103	1015	1027
Philadelphia....	208	224	512	783
Baltimore.....	46	....	1344	1050
San Francisco ..	7	..	154	18
New Orleans. ...	10	14	51	184
Portland (Me.)..	34	20	262	210
Galveston.....	....	....	86	324
Newport News...	....	....	29	4
Portland (Or.)..	....	....	26	....
Inland Points	1	22	85	109
Total..	810	508	4654	5170



DRESDEN SPORTING LINE AT E. R. THIELER'S.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 14, 1912.

MERCHANDISE WANTED.

A LARGE concern is in the market for five hundred eight-inch cut glass bowls of good and reliable make. Price of course is an object. Cut glass manufacturers who can deliver the goods should quote prices. This is only a trial order. They will want a complete line of goods if they can get what they want. Communications should be made to the Merchandise Editor of this office. Absolute confidence being guaranteed.

FEMININE TASTE THE FIRST CONSIDERATION.

WHAT and what not to use as decorations on dinnerware are problems constantly before the potter. In a way every pattern is a gamble. Before a design is put out it is submitted to all the experts on the plant for their judgment. Although unanimously adopted, it proves an utter failure, or it goes well in one section of the country and is slow in another. Or it scores a wonderful success. Why, no one can tell.

The buyer who knows his business considers quality and shape as well as the decoration. With the cultured "ultimate consumer" these same attributes have also their influence. But the people who buy the goods which constitute the bulk of the ware made, be it china or earthenware, are mostly guided by two things: price and the attractiveness of the

ornamentation. If the decoration suits them, and the price is within their means, the purchase is made.

Women's tastes must always be the first consideration in determining a decoration. This is just as important on fine china as it is on the commonest earthenware, for while the cultured customer may be particular about quality and shape, she will eventually be guided by the decoration. Like her uneducated sister, she also is influenced by color.

The feminine mind is governed by the prevailing fashion. If green is the ruling color in wearing apparel, just so sure will she select a green decoration for her dinner service. If conventional designs in dress trimmings are in vogue she will ignore floral patterns on her crockery.

This fact should be always kept in mind by the potter when selecting his decorations, particularly if he caters to the masses. As fashions change he must change with them and keep in touch with the color schemes of the day. Manufacturers of high-grade china are not as restricted as the others. Some are so firmly intrenched that they can lead instead of follow the fashions. But as a rule woman's whims must be considered.

PERSONAL.

A WAY from cold and snow W. L. Dorfinger is enjoying himself in Havana arrayed in white ducks and straw hat. In a postal to this office he says he is having a fine time and dreads to come home. He did intend going to Mexico City, but owing to the trouble in the section of the country will probably skip it.



C. W. Brooks, with Burley & Tyrrel, Chicago, arrived in New York on Monday morning. He says he is here just for a look around as he had not been in New York for a long time.



Fred W. Sinclair, with Graham & Zenger, has started on his initial trip for them. He takes the New England territory.



H. G. Freese, president of Vogt & Dose, is preparing for an extended trip out West to visit all his friends in the trade. He will take a complete assortment of samples of all the new goods, and will be ready about the end of March.



Leonard Stock and E. W. Schulz with Herman C. Kupper are booked to leave for their respective territories the last part of the week.



Louis Baxter, who has just been assistant to George Anthony at Loeser's in Brooklyn, has gone to Louisville, Ky., as assistant to his brother Chas.

Baxter who buys for Bacon & Co. A young man from the stock room named Farrell will succeed Louis Baxter.



George Buscombe, of F. Buscombe & Co, Vancouver, B. C., is staying at the Belmont, while on his buying trip to New York.



Guy Hawthorne has been appointed buyer for Jordan Marsh & Co., Boston, vice James J. Hanning, who came home from Europe lately in ill health and who gave up his position. Mr. Hawthorne has been assistant to his father at John Wanamaker's New York Store. He had a good education in the crockery business with Bawo & Dotter previously and is well equipped for his new duties, which he will take up early in April.



Don't let any one think that Thos. J. Jones and his staff are not doing a land office business, for if they do they will be badly mistaken. Mr. Jones himself is a live-wire salesman, and his assistants, Sandy Ehrlich and Joseph McCauley run close for second place. But Mrs. Churchill, the office superintendent, can hold her own with any of them. Then Arthur Peterson, the under graduate, sometimes known as "Torchy," is following in his bosses' footsteps, and when no one in the office can sell a difficult buyer he is turned over to "Torchy" to practice on.



B. L. Weaver, buyer of china, glass and house-furnishings for Linn & Schruggs Co., Decatur, Ill., was quite a busy man in the District last week and many of the salesmen rubbed their hands after he had left.



Charles Schlesing, who has been a visitor to the District for upwards of thirty-five years, was browsing around last week.



Justin Theraud, with Maddock & Miller, has started west on his regular route with lines of French china.



L. A. Springer, manager for the A. E. Hull Pottery Co., will move his office to 57 Hudson street, Jersey City, on the 15th of March.



Frank H. Vaughn was in New York last week looking after the interests of the Brush-McCoy Pottery Co. He returned to Boston the latter end of the week, after doing an excellent business with the "lines that sell."



E. R. Thieler is one of the workers in the District, and hours do not cut figure any when there is still something to do, in fact, holidays too, for that matter, will often find him close at his desk plugging away while things are quiet. One thing always impresses the casual visitor to Mr. Thieler's showroom, and that is an air of cheerfulness that permeates the whole



THE LATE LOUIS P. McDUFFEE.

(His obituary published last week.)

place no matter how busy the members of his staff are, any one of them will always have a smile and a cheery word. The reason for this will at once be appreciated after interviewing the head of the establishment.



Val Bergen was at the New Grand Hotel last week with his samples of cut glass. He was most successful in his operations and closed large orders for some of the biggest people in the trade.



L. A. Witherill, with Edwin M. Knowles China Co., has on exhibit the well-known line of dinnerware at the New Grand where he will be for a week or more yet. He is accompanied by Mrs. Witherill and after business hours they manage to have an enjoyable time in our little village.



Ernest J. Johnson, of Johnson Bros., England, who has been visiting George B. Jones, New York representative of the firm since February 1, is booked to sail for home on March 20. His wife and two children sail with him.



Going around the office with an arm in a sling is not all its cracked up to be, at least A. H. Ledden says so. Writers cramp is a painful ailment. If you want to know how he get it ask C. L. Casey, of the Guernsey Earthenware Co., or L. H. Bown, of the Buffalo Pottery. The orders they have received from him have been phenomenal. It is expected that they will send him to Atlantic City for a week or two, when the rush is over, to rest up a little.



The wife of Mr. Van Roden, of Wright, Tindale & Van Roden, Philadelphia, has just passed through a trying operation successfully, and is on the right road for recovery.



J. B. Williamson, of Williamson & Jenkins, Vancouver, B. C., arrived in town on Monday of this week and lost no time in getting down to business in the District. The new business is growing with the country and is attaining goodly proportions. Van-

couver is a single tax city, is progressive and up to date. Mr. Williamson was disappointed over the rejection of the reciprocity treaty with the Canadian Dominion, but hopes yet to see it in operation. Although so far away from home he has his family always in mind, and one or two favored friends are allowed to see the photos of his little girl and if a close friend his wife's picture too.

F. A. French is opening a new department in crockery and glass for the Barton Co., Manchester, N. H., and has been placing liberal orders during the week.

A new department in crockery and glass is being opened by J. M. Hartley, Fairmont, Va. He has been in the District this week stocking up for the new venture.

Rosenbaum Bros., of Cumberland, Md., were represented in the District this week by Irving Rosenbaum, who placed many orders among the different agencies. He is staying at the Elk's Club.

John Ling, with Gimbel Bros., sailed for Europe Wednesday on the Mauretania. The sail will undoubtedly be of great benefit to him and put him in good shape for a strenuous buying expedition.

A. P. Doctor is fulfilling his civic obligations, having been drawn for jury duty in Brooklyn. His time will be thus taken up for two weeks.

Miss Mary Ward is making her initial trip for Daniels & Fisher. She was assistant to Arthur Pohlman and profited much by her long association with him. In fact Miss Ward tackled the job like a seasoned buyer. She has a charming personality, making friends wherever she goes.

J. D. Riggan, representing "Toyland," Raleigh N. C., a china, toys and housefurnishing establishment, was in the District this week making purchases. He said that they had experienced an exceptionally hard winter for North Carolina.

Ferdinand Kauders, with Leopold Adler, Savannah, Ga., is making his headquarters at 47 East Seventeenth st., while in this city. He is a well known visitor to the District, and his friends are genuinely glad to see him, even if he does not pull his orderbook out.

J. B. Stocking, of Westfield, Mass., his just returned from a visit to Florida, where he found the temperature quite low for that region. At Dayton last week the thermometer registered 38 degrees, while at Jacksonville it was 45 degrees. When he arrived in New York he got a cold reception for it was then snowing. Mr. Stocking who will be here

for a few days is staying with his friends at Boyonne, N. J.

The will of Claud E. Joslin, hotel supplies, at 25 West Broadway, who died in Brooklyn on February 9, which has been filed for probate, has this provision: "I distinctly bear in mind my wife, Mildred, and unto her I bequeath \$1. The testator leaves to his mother, Mrs. Mathildal Joslin Bryant, of 148 East Tenth street, Flatbush, the rest of his estate, which is estimated at \$3,000. Mrs. Bryant lives in San Jose, Cal. It was said that Surrogate Ketcham will admit the will to probate.

Percy J. Beaumont, president and secretary of the Union Stopper Co., Morgantown, W. Va., visited the city during this week calling at the office of Wm. Warrin, his New York representative.

C. L. Bingham, sales manager for the Andrews Iron and Wire Works, Rockford, Ill., is in town visiting J. M. Sherwood, his eastern agent. He is staying at the Belmont while here. We understand that he is to add a strong line of rubber covered easels to his already good assortment of wire easels.

Robert Orr, buyer of china and glass for S. P. Dunham & Co., Trenton, N. J., is making good in his department. Mr. Orr has served his apprenticeship in large establishments so that he is well equipped to handle the business. He was at George O. Sawyers, Hartford, Conn., and McCurdy & Nowells, Rochester, N. Y., and also Jos. Horne's. He now has his department looking in excellent shape, and much credit is due for the increased amount of business.

Ernest Wade, buyer for the Whitney Co., Albany, came to town this week again. He says he has no complaint to make about trade. While the winter was cold it was not stormy. They had enough snow for good sleighing and no blizzards. He is at the Hotel Albany.

Percy N. Leyland, with J. & G. Meakin, Hanley, England, arrived in New York on the Mauritania, Tuesday. He expects to spend six weeks in this country, and left on Wednesday night for a trip through the Middle West.

A. J. Fondeville came home on Sunday last from a trip to Chicago. He was in the wreck of the Twentieth Century Limited train, March 3, at Lima, O. He was awakened as the car left the rail, at half past four in the morning, and was shaken up a little, but not nearly as badly as one would expect. He was without breakfast until after eleven o'clock, which bothered him more than the shake up. He succeeded in getting some snapshots with his camera and will keep the pictures as souvenirs of the mishap.

Among the Potteries

East and West

East Liverpool and Vicinity

Several pottery manufacturers are awaiting with interest the perfection of a new decorating machine, upon which gold stamp ware can be worked, and which will reduce the cost of decorating this ware over fifty per cent on present prices. This will be a boon to manufacturers, should the machine prove its worth. During the coming week two of these machines are to be installed in a pottery outside the city district, and as a result developments are being anxiously awaited.

* *

The "Classic" is the name of the new plain dinner shape which has just been placed on the market by the United States Pottery Co., of Wellsville. It is being shown in a score or more of treatments, including white and gold, borders and floral effects. Sales manager William Burford, who has just returned from an extended southwestern trip reports a good demand for the new patterns. William J. Schaeffle of Sioux City, Ia., has been added to the sales force and will cover a new western territory for this company, while F. D. Williams, of New York, will take over the New England States of Maine, New Hampshire and Vermont.

* *

There is no denying the fact that the new plain dinner shape, named the "Puritan," of the West End Pottery Co., has proved to be the best selling shape the company ever placed on the market.

* *

At the annual meeting of the American Ceramic Society, which was held in the Auditorium Hotel last week, the following officers were elected for the coming fiscal year: President, Arthur M. Walls, Bureau of Mines, Washington, now located at Columbus, O.; Vice-president, C. W. Parmelee, Director, Ceramic Department, Rutgers State College, New Brunswick, N. J.; Secretary, Prof. Edward Orton, Jr., Director of Ceramic Department, O. S. U., Columbus, O.; Treasurer, Ellis Lovejoy, of the Richardson-Lovejoy Engineering Co., Columbus, O. The Board of Trustees consists of the officers and, includes William

Cannan, Syracuse, N. Y., J. Parker B. Fiske, New York city, Harold P. Humphrey, Trenton, N. J. Concerning the summer meeting of this society, the secretary of the association will first consult with the foreign ceramists, who will attend the 8th International Congress of applied chemistry, which meets in United States next September, before any summer date is set.

* *

While there is little demand for toilet ware, and this is admitted by all manufacturers of domestic pottery, the Cartwright Bros. Pottery Co., report a very good trade on these lines. The company has just placed a new shape on the market.

* *

Patterson Bros., of Wellsville, have recently added several new shapes, the treatments of which are rich underglaze floral effects.

* *

Manufacturers of Rockingham and yellow ware in this district, report a very good volume of business coming from the eastern trade. In the New England territory, orders for these lines are liberal.

* *

The Hall China Co., is following the plan followed by manufacturers in other lines, by keeping a stock of decorated hotel ware in stock, and making shipments about the same day orders for these certain patterns are received. Several other local manufacturers are keeping stocks of decorated lines, which move well, constantly on hand.

* *

John W. Vodrey, of the Vodrey Pottery Co., is one of those optimistic fellows who always believes that something better is in the store for everyone. He holds this view concerning the condition of the pottery business, and is of the opinion that the current year will wind up better than any since 1907.

* *

The specialties of the Taylor, Smith & Taylor Pottery Co., are admitted by many buyers to be the most elaborate brought out in the local district this season. The company is making a feature of their patented combination chop or grill room plate, and it is to be had in either plain white or decorated. This

specialty has been before the trade only a few months, and the demand has been heavy, especially from the hotel supply houses.

H. W. Connors, eastern representative for the Trenle China Co., is working the eastern trade. This plant is working to capacity, is getting out of the specialty business and is catering more than ever to the dinnerware trade.

A greater business is now being sought by the Harker Pottery Co. on its dinner lines, and in order to accomplish this salesmen are now branching out after the department store trade.

The Potters Co-Operative Co. has just placed on the market a seven-piece cake and pie set, colonial shape, and shown in quite a variety of new decal and ground treatments. Some of the scenic treatments are clever conceptions.

AT CHICAGO.

CONSIDERABLE interest was shown in the Clay Shop at the Coliseum which opened March 7 and closed March 12. The show this year was bigger and better than ever before, and many new and interesting exhibits were shown. President Taft was possibly the most important visitor on Saturday, and addressed the crowd from the steps of the model cement bungalow in the center of the Coliseum.

Mills, Gardner & Co. have this week taken possession of their temporary quarters at 507 Heyworth building where they are showing a large line of rich cut glass, also their entire new line of electric and gas lamps. H. L. Mills returned this week from a visit to the glass factories in the Pittsburgh district.

The J. D. Bergen Cut Glass Co., of which Mr. Wm. Bartley is the local manager, reports that business with them is in a very good condition. "We are doing our regular amount of business for this time of the year, and we look for an improvement over last year's March", said Mr. Bartley.

A heavy campaign is being planned by the Pitkin & Brooks Co. for the sale of their new line of holiday novelties. The shipment from Germany, which they have been expecting for some time, has arrived, and is now on display at their showrooms. Their salesmen start next week with the new samples, and the firm looks for a splendid business.

Paul Fueslein, local manager of Bawo & Dotter, Ltd., has returned to the city after an extensive stay in New York, where he has been preparing his samples for the spring trips that his salesmen will take. When asked for a statement Mr. Fueslein

said: "We are mighty busy around here just now fixing up our lines of samples, and you can say for me that I am very proud of the showing that we will make this spring. We intend showing some elegant new lines in chinaware, and we really look for a splendid business."

"We cannot complain about the business we are doing," said an official of the Burley & Tyrell Co., when asked for a statement in regard to the business. "The trade in March of this year", said he, "is just about what it usually is, and if things continue as they are we shan't kick."

John Carson, of the Carson Crockery Co., Denver, Col., who has been in the city for several days, has just been released from the hospital by his doctor.

George W. Milligan, of the Garden City Cut Glass Co., with headquarters in the Kesner building, is spending the week in St. Louis in the interest of his company.

Earl V. Newton, the well-known glass man, is making a flying trip through the State on business. He will return Wednesday.

Fire which originated in cupola of main building, destroyed the cut glass factory of Pitkin & Brooks Co., Bowling Greene, O., March 10. Their general offices are in Chicago. Damage to building \$15,000; on stock, fixtures and machinery, a like amount. Ninety per cent insurance carried.

The H. C. Fry Glass Co. has received some new samples that they are showing in their display rooms in the Heyworth building. They report business in a better condition than last month.

H. A. Marshall, manager of the Chicago office of the Fostoria Glass Co., returned recently from a trip to the factory in Moundsville, W. Va.

R. H. Loosely, president of the Reliance Glass Co., has returned to Chicago after spending a week at the factory in Tiffin, Ohio.

Miss Ella Brennan, buyer of the glassware and crockery department of A. M. Rothschilds & Co., has left for a trip through the east. She expects to be gone about two weeks.

Among the buyers that have visited the glass and crockery trade this week were, J. O. McConaughy: Rochelle, Ind., F. and J. Jones, Wayne, Neb., E. D. Patric, Marengo, Ill., F. Quandt, Duluth, Minn., C. H. Delano, Princeton, Ill., B. B. Patterson, Viola, Ill., M. M. Kesser, Duluth, Minn., H. Van Gordon, Alma Center, Wis., Ed. Bels, Indianapolis, Ind., E. W. Merrill, Minneapolis, Alex. Anderson, Minneapolis, and F. E. Chambers.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity Three new Colonial tumblers have been brought out by the United States Glass Co. This concern has adopted the plan of

placing their trade-mark—"U. S."—on the bottom of all their high grade ware, which denoted quality. A handled sundae sherbert cup has also been added to their new Colonial line. Another addition to the line is one from the Tiffin factory, which is light cut, prismatic flutes, and has three cut stars. The stems are cut and on the foot is also a cut star. Finger bowls and plates are also other new additions to the Tiffin line, together with a new fancy shaped oil, sugar and cream.

Glass and pottery salesmen who have been exhibiting their lines at the Fort Pitt Hotel during the last few years will be interested to learn that Architects Jahnssen & Abbott, of the Renshaw building, have about completed the plans for the erection of six more stories on the Fort Pitt, thereby creating between 360 and 400 rooms. An additional banquet hall, larger than the English room, is to be provided.

The Lancaster Glass Co. is showing a number of new decorated glass specialties, which possess a deep ruby treatment, the latter being one of the most remarkable of the character ever created by a glass decorator.

Report has reached the district that about all of the stock of the new Wheeling (W. Va.) Tumbler Co. has been paid in, and that the company expect to start the manufacturing of blown tumblers within a few months.

Plans have been completed for the erection of an addition to the plant of the Monongah Glass Co. at Fairmont. The company will spend probably \$10,000 on this improvement.

Business conditions with the McKee Glass Co., of Jeannette, Pa., whose lines are displayed in the Pittsburgh district by W. W. Lang, are good. They completed the erection of a new two-story addition

to their plant, which is to be used for warehouse purposes.

Information has been received here that the capital stock of the Piedmont Glass Co. has been increased from \$100,000 to \$200,000

Off-hand lamp chimneys will be the product of the recently formed Dunbar (Pa.) Glass Co., which is a co-operative concern. The company has a capital stock of \$25,000 and is under the management of James E. Carr.

Manufacturers of packers goods who have been in the local district during the last few days visiting the trade admit that the outlook for big business this year is indeed encouraging.

The new effects in lighting glass which were brought out by the Consolidate Lamp and Glass Co., within the last few weeks have caught a popular fancy, and as a result the new creations have been in demand. These new effects are being displayed in the Pittsburgh showrooms, also in the offices of representatives of the company elsewhere.

Edward Wenzell, formerly foreman of the mold shop at the Cambridge Glass Co.'s plant, has been succeeded by George Hipkins, formerly associated with the Hipkins Mold and Novelty works, of Martins Ferry, O. Mr. Hipkins is now in charge of the mold and designing departments of the Cambridge interests.

"Uncle" William Patterson, sales manager of the Star Glass Co., of Star City, W. Va., plans some extensive traveling this year, and with this end in view the company has completed plans for the increasing of its capacity. The concern is manufacturing chimneys, both crystal and decorated, and a number of new treatments have been added to the line during the last few weeks.



The plant of the Mound City Cut Moundsville, Glass Co. has resumed operations under the management of Thomas T. Sullivan. The company, while not a large concern, is manufacturing a very rich line

of ware, the patterns being cut from the plain blanks. Because of the rush of business with this company, plans are being prepared for the erection of an addition.

Fire broke out in the cutting room of Utica, O. Central Glass Co., March 2, and spread to such an extent that it was impossible to save the plant. Loss, \$40,000, partly covered by insurance.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—By a New York importing house, a salesman familiar with the china buyers in Chicago and the Middle West. Headquarters to be in Chicago. State salary expected and send references. Address Box 798, this office.

BUSINESS OPPORTUNITIES.

MANUFACTURERS, ATTENTION!—Wanted strong line of dinnerware, also blown and pressed glassware for New England. Have established trade with office in Boston. Address Box 796, this office.

WANTED TO RENT.

66 WEST BROADWAY, corner Murray street, an exceptionally good, light salesroom and office, has 755 square feet, steam heat, electric light, passenger and freight elevators. Suitable for the crockery and glassware business. Rent very low. CRUIKSHANK Co., 141 Broadway, New York.

25 WEST BROADWAY, headquarters of the crockery industry. All large, light offices, especially constructed for the display of china, glassware and crockery. Elevator, steam heat. Rents reasonable. CRUIKSHANK Co., 141 Broadway, New York.

FOR SALE.

FOR SALE CHEAP.—SAMPLE TRUNKS IN GOOD CONDITION. FULL SIZE. COMPLETE WITH TRAYS. APPLY ANY AFTERNOON TO FRANK B. SMITH, 253 THIRTY-SIXTH ST., BROOKLYN.

FINKE

Cut Glass

45 WEST BROADWAY,

NEW YORK.

AVENIR

LIMOGES CHINA.

F. W. JENKINS & CO.,

24 MURRAY STREET,

Street Floor. New York.

ORIENTAL GLASS CO.,
MANUFACTURERS OF

Ruby Stained and Decorated Glassware in Opal, Ivory, Ruby Mat and Gold, Crystal Mat and Gold.

COLORS CATALOGUE AND PRICE LIST ON APPLICATION.

Office and Works: PITTSBURGH PA., U. S. A.

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CROCKERY & GLASS JOURNAL

NEW YORK, MARCH 21, 1912

THE CONDITION OF BUSINESS.



Trade is following the usual course **New York** just before Easter and there is very much less doing than there was a little while ago. The warerooms look deserted after the animated season just past, but, while there are buyers still in them, the numbers are relatively small. There is nothing in the condition, however, to cause uneasiness. It is only the usual Easter lull. The men on the road are doing their usual business. Mailed orders are as good as can be expected at this particular season and as soon as the festive season is past, there is every reason to believe, there will be a resumption of business. The proposed coal strike, of course, is not pleasant to contemplate, but as there is a good stock of this useful commodity above ground, and as we believe in the good sense of the people at large, a speedy settlement will be reached in case there should be a strike. At all events we do not think that we shall reach the stage of demoralization which exists in England at the present time. In that country things have reached such a pass that the strike must be and will be settled shortly. Lack of coal has closed down all the potteries, but the delay in the delivery of goods from the other side will not be great after the miners resume work, which it is confidently expected will be next week.

So far as can be judged at the present time, the sales of imported goods will just about equal last year. Where there has been a falling off from one country there is a gain in another, equalizing the general business. The season was exceedingly short, but indications are that the roadmen will bring the totals up to and above last year.

The Japanese trade has been very satisfactory to the importers, taking it as a whole. Their import season is over and the volume was good.

The American manufacturers of pottery made big gains in January and February, but have lost somewhat so far in March, so that on the whole their business is only a little greater than last year.

Almost the same condition prevails in the glass line as in the pottery trade, but it is more than likely that in both branches a gain will be made before the end of the year.

The cut glass trade is still amazingly good, so far as volume is concerned. Prices keep creeping downward until one wonders how the cutters are going to make any money. Goods are being offered at prices which would hardly seem to pay for the blanks.

The lamp trade has not started yet, but manufacturers, particularly those who make glass goods, are anticipating heavy business.

Retail trade is absolutely flat, but no uneasiness is felt because of this, as it is usual at this time of the year and expected. The ladies must have new clothes for Easter. In the country retail business is varying; from some sections it is reported fair, in others very dull. Prospects are excellent, crop conditions never were better and there seems to be plenty of money in the country, and with the return of warmer weather, we are looking for good business.



Pittsburgh and Vicinity. For the kind of weather that has been prevailing, glass manufacturers admitted during the last week that business was all that could be expected. It was neither good nor bad. Some new business was booked, as a matter of fact, but the large volume did not come through. However, factories are kept in active operation, and no great complaint is being heard.



East Liverpool and Vicinity. Pottery manufacturers of the western district are not complaining about slow business, for it is generally admitted that trade is very good. All plants are working on almost normal

time. Salesmen are all on the road. Mail orders are calling for a large volume of shipments. Manufacturers are now devoting some attention to lines for other seasons of the year.

BARGAINS IN MERCHANDISE OFFERED
THROUGH THIS JOURNAL.

THIS department is started in the interest of buyers who may not be able to get around to all the manufactures' showrooms, yet are looking for special goods that are bargains. Nothing will appear here that has not some special or attractive feature, the main one being price. The offers will be numbered, and in writing to the "Merchandise Editor" for particulars please quote the number of the item that you are interested in.

A 1—A well-known cut glass manufacturer is offering for sale, from a mold that he has discontinued, 200 rich cut glass five-inch nappies. His regular price was \$12.00 per dozen. He will clear out the line in fair quantities at \$6.00 per dozen f.o.b. factory. The design is good and cutting excellent.

A 2—Special cut glass punch cups, excellent quality and cutting. Regular price \$3.50 a dozen. Special price \$2.85 per dozen less ten per cent. Pin wheel cutting, star bottom. f.o.b. factory, usual package charges.

A 3—175 rich cut glass water jugs well covered and cut. Three-pint at \$1.70 each. This is an exceptionally low price for the quality of the goods, and only obtainable through the maker being overstocked with blanks and pressed for money. Tumblers to match, nine oz., \$2 90 dozen. f.o.b. factory, usual package charges.

A 4—An exceptional offer of four-pint Tankard jugs, highest grade, hand-painted decorations, "Royal Nippon," regular import price \$1.15 each. Special price 90 cent each in case lots, no charge for package or freight. 4 dozen in a case. There are only thirty-five cases in this lot.

A 5—Two special drives in salt and pepper shakers—print and hand-painted. Red and gold at 25 cent a dozen. Cobalt blue and gold at 27½ cents a dozen in package lots. 10 gross in a case. The regular price of these is 30 and 32½ cent a dozen respectively. No package or freight charge.

A 6—Special cut glass offer, eight inch bowl, each piece guaranteed as to finish and workmanship, at the marvelously low price at 79 cents each. f.o.b. factory, package extra. 2 dozen in a barrel. As a special for a sales proposition this should attract a great many buyers. We are assured that there is lead in the blank although it is not a full lead blank.

A 7—130 Large leaded glass domes, electric portables complete and various sizes of smaller leaded glass domes and shades. This is an assortment of manufactnrers' samples of more than ordinary merit, and if sold at usual retail price should fetch over \$2,200. The whole assortment is offered at the ridiculous figure of \$350 for cash. f.o.b. New York, package extra. Here is a chance for some enterprising manager of a lamp department to put on a sale of extraordinary values.

A 8—100 glass portables, brass frame, shade, with art glass, good design at \$1.80 each, usual price \$2.50, discontinuing number.

A 9—100 electric portables mission style brass frame art glass \$2 15

A 10—100 electric portables mission style brass frame art glass \$2.50.

A 11—100 electric portable mission style brass frame art glass \$3.00

All these are much lower than the usual price, and only 100 of each can be sold. Will pack six shades in a barrel; portables in a case. This is smallest order accepted. f.c.b factory, packing extra. They are excellent value for a sales proposition.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Mar. 2, '12	Correspond- ing period 1911	Exports Jan. 1 to Mar. 2, '12	Correspond ing period 1911
Boston	50	164	1295	1462
New York	193	91	1239	1802
Baltimore	225	181	1812	1795
Philadelphia . . . . .	....	123	512	930
New Orleans	6	9	153	194
Newport News . . . . .	....	....	31	6
San Francisco	28	....	200	18
Portland (Me.)	5	..	299	373
Galveston	6	13	92	337
Portland (Or.) . . . . .	....	....	26	....
Inland Points	28	12	116	291
Total..	541	593	5775	7208

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

TO	Shipments week end'g Mar. 2, '12	Correspond- ing period 1911	Exports Jan. 1 to Mar. 2, '12	Correspond ing period 1911
New York	193	79	1316	1674
Boston	50	164	1295	1399
Philadelphia . . . . .	....	123	512	969
Baltimore	225	181	1812	1790
San Francisco	23	....	200	18
New Orleans	6	9	156	194
Portland (Me.)	5	..	324	241
Galveston	6	13	92	337
Newport News . . . . .	....	....	31	6
Portland (Or.) . . . . .	....	....	26	....
Inland Points	37	....	132	109
Total..	550	569	5896	6737

The New York Crockery and Glass District.

L. Straus & Sons were so active in re-establishing a cutting plant that in less than a week after their fire they had leased a fully equipped factory in Brooklyn and immediately began work. But, this is only temporary. They will shortly have a big factory in New York in operation as they have secured a building not far from their Warren street store, which will give them more than 25,000 square feet of space and allow many more frames than they had before. The new building is admirably lighted, with good ventilation and has all the modern improvements.

Robt. Slimmon & Co., in their pretty ware-room, make such an extensive display of dinnerware that it is almost an impossibility to individualize any particular shape or pattern. As has been said "all are good, but some are better than others". There are light patterns and heavy ones, plain prints and colored, and, speaking of plain prints, there is a noticeable demand for underglaze prints. It is possible that consumers are realizing the benefits of underglaze goods.

The Strobel & Wilken Co. have as an ornament to their main entrance the scaffolding erected by the Subway contractors who are to build the Broadway underground road. While it is not pleasant to have such a huge pile of lumber in front of the store, they are just public spirited enough not to make any remonstrance as they say that the benefits to be derived to the city generally overcomes temporary inconveniences.

Bradley & Hubbard have just sent to the New York office a number of new electroliers which are excellent samples of their ability to produce well made, well designed, highly finished brass goods. They are "period" goods modeled after the style of Louis IV. Sheraton, etc., care is being exercised that they are true to the times they represent.

E. B. Dickinson has received from the Liberty Cut Glass Co. a beautiful assortment of electroliers

of novel shapes and finishes. They are not all glass as is the electrolier that one is used to, but have bases of brass in various finishes, and designs of unusual merit. Mr. Dickinson has also a new shape in dinnerware from the Steubenville Pottery, known as the "Venetian". This is decorated with many neat and attractive designs with half gold handles.

W. L. Lum and George S. Almy will have to move May first. The building which they occupy has been sold over their heads. Mr. Almy has secured quarters in Brooklyn, near the terminus of the Bridge, and Mr. Lum will go up to Broome street.

Lamps from Damascus of beautifully artistic conception made in pierced and hammered brass in most fantastic shapes are being offered by Amir N. Kourhi, 6 East Eighteenth street. The output is only limited so that those who get their orders in first get the goods. They are certainly worth seeing by buyers who are looking for something different.

Henry Creange is showing lines of dinnerware from Ginori. This is a departure for that factory, as they have never before tried their hand at that class of goods. The result is eminently satisfactory, as they have an oval shape which for beauty of outline, finish and decoration excels anything that has come under our observation.

Frederich Skelton is displaying an excellent array of glassware, which shows up beautifully in his new showrooms. The Colonial pressed "Chippendale" patterns from the Jefferson Glass Co.'s factory are much in evidence. Among these samples is a very pretty new sugar and cream, the sugar being much in shape of an arm with two artistically shaped handles. It is applicable to silver deposit work. The etched blown goods, stemware, tumblers, and jugs from the Beaver Valley Glass Co.'s works look fine in the new setting. The line of tank, blown and pressed tumblers from the Crystal Tumbler Co.,

too, have their place in the new quarters and look attractive.

The Central Glass Works known as the "House of Quality" is living up to its reputation. The new goods that they have put on the market this season excel anything that they have done before. The designs are in good taste and are attracting the buyers's favorable attention.

Wm D. Dougherty, New York manager of the Consolidated Lamp and Glass Co., is showing a very handsome decoration on Sheffield lighting glassware. It is in their latest "Argenta" treatment, which is a silver inlay and, when illuminated, the silver shows up brilliantly. The Maple Leaf is used as a motif for the design and the delicate tracing of the leaf is artistically shown up in relief. The glassware itself is an unusually good quality of alabaster glazed on both sides.

The Buffalo Pottery is making a new baby plate called the "Buffalo" which is selling at one dollar and seventy-five cents a dozen, and a plate for dogs to eat from for two dollars and seventy-five cents a dozen. The last named article ought to be a good seller in New York where, among some people, dogs are more popular than babies.

A lot of excelsior took fire in the vacant basement of 55 Park place on March 16. It did not amount to anything, and except that like all alarms in the District it brought out a crowd it would not be worth mentioning.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending March 19, 1912.

ANTWERP		
331 packages glassware.....	B Gunthel	
18 " ".....	E Terlotting	
50 " ".....	L Straus & Sons	
16 " ".....	A Berger & Co	
39 " ".....	C J Dierckx & Co	
174 " ".....	Miscellaneous Orders	
15 " earthenware.....	Bawo & Dotter	
50 " ".....	Geo Borgfeldt & Co	
8 " ".....	E R Thieler	
22 " chinaware.....	Vogt & Dose	
5 " ".....	L D Bloch & Co	
32 " toys.....	B Illfelder & Co	
15 " ".....	Strobel & Wilken Co	
25 " ".....	Miscellaneous Orders	
HAVRE		
81 packages chinaware.....	Wm Guerin & Co	
16 " ".....	L Straus & Sons	
116 " ".....	Haviland & Co	
13 " ".....	Bawo & Dotter	
10 " ".....	H R Churchill	
12 " ".....	Miscellaneous Orders	
166 " glassware.....	E Utard	
4 " ".....	Stewart & Crocker	

BREMEN		
2 packages glassware.....	L Straus & Sons	
58 " ".....	J H Venon	
24 " ".....	H Endemann	
279 " ".....	Miscellaneous Orders	
16 " chinaware.....	Strobel & Wilken Co	
38 " earthenware.....	L Straus & Sons	
26 " ".....	F W Woolworth	
58 " ".....	Karl Hutter	
105 " ".....	Miscellaneous Orders	
12 " toys.....	Geo Borgfeldt & Co	
106 " ".....	F W Woolworth & Co	
1 " ".....	F A O Schwartz	
7 " ".....	A Steinhardt & Bro	
18 " ".....	Samstag & Hilder Bros	
43 " ".....	Strobel & Wilken Co	
97 " ".....	Miscellaneous Orders	
GLASGOW		
20 packages glassware.....	H A Rogers & Co	
LIMOGES		
106 packages chinaware.....	Theodore Haviland & Co	
TRIESTE		
122 packages glassware.....	A L Crawford	
851 " ".....	Miscellaneous Orders	
ROTTERDAM		
53 packages earthenware.....	Geo Borgfeldt & Co	
10 " ".....	L D Bloch & Co	
81 " ".....	Miscellaneous Orders	
17 " glassware.....	Graham & Zenger	
LONDON		
3 packages toys.....	Strobel & Wilken Co	
FUME		
12 packages glassware.....	J Palme	
28 " ".....	Koscherak Bros	
2 " ".....	Bawo & Dotter	
28 " asbestos.....	Strobel & Wilken Co	
HAMBURG		
35 packages chinaware.....	Strobel & Wilken Co	
7 " glassware.....	"	
57 " toys.....	"	

IMPORTS AT PORT OF BOSTON.

LIVERPOOL		
24 packages earthenware.....	Jones, McDuffee & Stratton Co	
38 " ".....	Mitchell, Woodbury Co	
1 " ".....	Richard Briggs & Co	
ROTTERDAM		
3 packages earthenware.....	First National Bank	
GENOA		
100 packages earthenware.....	Pisani Bras	
CHINA AND JAPAN		
13 packages earthenware.....	Jones, McDuffee & Stratton Co	
42 " ".....	Miscellaneous Orders	

OCEAN FREIGHTS ADVANCED.

TRANSATLANTIC freight rates are to be heavily increased forthwith as a result of the British and German coal strikes. A conference of Hamburg and Bremen shipping interests, which took place on the 16th, decided to increase the carrying charges ten per cent to distant ports, and fifteen per cent. for near-by ports, and coasting service. The companies, which voted to take this action, operate in accord with the leading shipping lines abroad.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity

The latest creation in the glass trade is the rotary dispensing device which has been invented and patented by the Ripley Glass Co., and which will be ready for the trade within a very few weeks. The device is one designed for use in groceries and other stores where food and other products are kept in glass jars. Five of these jars are placed on a revolving disk, and in the centre of the disk is an upright projection upon which the lid of the jar is placed while the clerk is using that certain container. The device is one that has been designed for packers who use one and two gallon jars. Work on the proposition has been progressing for almost six months, and the first complete devices have just been placed in the sample rooms of the company. President D. C. Ripley, who has been at Atlantic City with his wife for about a month, has returned home. His condition has greatly improved, but he will not take up business cares for several weeks to come.

Andrew Stock, general manager of the Oriental Glass Co., has returned to the city after an extended business trip through the Northwestern territory. "Buyers are feeling rather optimistic, and as a result we have booked a considerable amount of new souvenir business," said he.

Walter Minnemeyer, general manager of the Dugan Glass Co., of Indiana, Pa., had a short line at the Seventh avenue hotel last week. "We are running full time, and business is good, in fact far better than this time last year," said he.

Walter Lindsay, western salesman for the Duncan-Miller Glass Co., who was taken suddenly ill while in St. Paul, and removed to a hospital, recovered sufficiently to return home. He is now with his sister at their home on Mt. Lebanon, this city, and will be able to be "down town" within a few days.

F. A. Reew, of Moose Jaw, Canada, was in the district a few days ago booking some liberal business among the glass factories. He related that the northwestern part of Canada was on the boom, and that things would hum there this summer.

The United States Glass Co., through advertising manager D. H. Cushwa, put in a busy week, the concern having sent out 65,000 pieces of mail matter—all catalogues and sample sheets showing illustrations of their entire new lines. It was the heaviest mail the company ever sent out within six days time. It was not long afterwards before returns started to come in, so the labor was not in the least in vain.

The first wage conference of the year was held in the glass association rooms in the Stevenson building, Sixth avenue, the latter part of last week, at which time a number of differences in the "turns" were amicably adjusted. The final report of the conference will be mailed to all manufacturers within a few days.

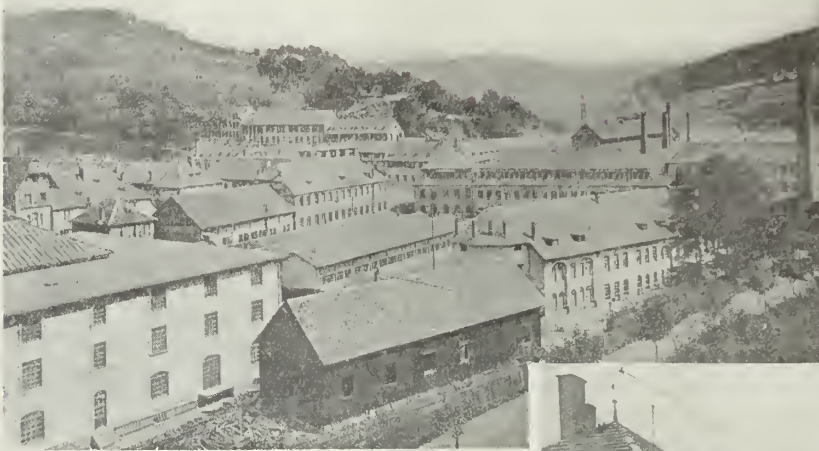
Storekeepers who hold leases in the Monongahela House building have in some instances started to move to other locations. Others, however, don't know what to do. It is given out that the razing of the famous hotel will start about June 1. However, in some quarters this statement is seriously doubted.

A new glass specialty to be brought out this season is a patented water fountain for use by chicken fanciers. The specialty is created along mechanical lines, and is having a sale because of being made with a view to improving sanitation.

A meeting of the new directorate of the Pittsburgh Lamp, Brass and Glass Co. was held on Saturday of last week. There were present, in addition, a number of the various district managers who were called in order to meet the new officers and hear of the aggressive campaign that has been planned. Wm. L. Curry is the new president and Nicholas Kopp vice-president and general manager. Mr. Kopp is a pushing and progressive man and under his able management it is expected that the company will forge right ahead. The local managers present were: George N. Blust, New York; H. A. Ross, Pittsburgh; D. H. Storer, Chicago; J. E. Frechie, Philadelphia; E. F. Bokee, Baltimore; H. A. Lyman, Cincinnati, and R. E. Lazerlier, of Buffalo.

AN HISTORICAL GLASS FACTORY.

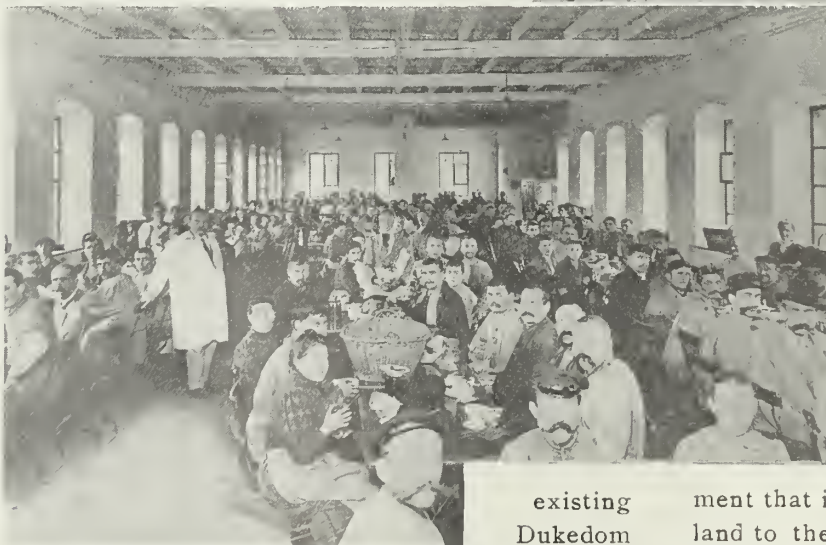
THE glass and pottery business and history are closely interwoven, and many are the old historical buildings being used to-day for the manufacturing of fine china and glassware. Many factories, too, are being operated either under royal decree or patronage. The origin of some of the old works goes so far back that all records have been lost. This is the case of the St. Louis Crystal Glass



was erected in 1566. This factory was operated until 1644, when the devastation of the wars of the period wiped it out of existence, with practically all the other factories of the country. Owing to the length of these wars, one hundred years passed before the plant was rebuilt. Then, by royal decree, on February 17, 1767, land was donated for the erection of

Co. (Cristalleries de Saint Louis), and it is impossible to tell the date on which those pioneers of a bygone generation laid the foundation of a business which has become one of the most important of its kind in the world.

The works of the company are located in the former county of Bitche, which was annexed in 1606 to the then



existing
Dukedom
of Lor-

raine. This was a province of France until 1870, when it passed into German control.

The first plant on the present site of the company

a factory on condition that in addition to works the promoters also build homes and a church for the workmen.

So successfully did they operate when the new plant was erected that in 1787, or twenty years after starting again, the directors were enabled to present to the Royal Academy of Sciences at Paris the first pure crystal glass ever made in France. So pleased was the Government by the achieve-

ment that it granted several thousand acres of forest land to the company in order that it might increase its facilities and show to the world at large that the French nation was the first to fashion articles in pure crystal glass. In 1788 three furnaces were in operation and more than four hundred people were

employed, the annual output being valued at upwards of 240,000 livres.

The spirit of progress and constant striving for superiority which prevailed in those days still dominate the directorate of the company. Triumph after triumph has been won. Gold medals and other honors have constantly marked their progress.

Connoisseurs revel in the delights of a visit to the museum of this company, where they may behold many wonderful examples of filigrane, millefiore and triplicate work.

There are now upwards of three thousand employees at the works in Munzthal-St. Louis (Lorraine), where the most up-to-date machinery is being used to aid human effort. Nor have they departed from the original idea inculcated in their system by the royal decree which necessitated the building of homes for the workmen. To-day they not only have churches and homes, but general stores where anything that human beings need may be purchased at cost. There is a hospital and doctors, a theatre and band, club rooms, special dining rooms for employees provided with stoves where they may cook their meals, dormitories for those living out of town—in fact, all the wants and necessities of the people employed at these tremendous works have been looked after. This insures contented help, and consequently better results are obtainable in the finished product of the factory.

E. Torlotting, who represents this factory in the United States, speaks with justifiable pride and confidence about the samples they send him, knowing that each item sent out to fill an order will be as well finished as the show piece.

AT BOSTON.

THERE is a tendency among some buyers to visit fewer manufacturers' agents than should ordinarily obtain, i. e., certain buyers may view three or four lines in order to purchase requisite merchandise, when they should have visited, possibly, eight or ten in order to ascertain the readily apparent benefits to be derived from as complete and varied an inspection as would be in their power to make; ruffled agents inform the writer that certain buyers do not visit them as often as formerly, and in some cases, not at all. Here is a chance for certain buyers to "make good."

Alexander S. Laing, announces the opening of a manufacturers' agency office at 27 School street, where he will represent the following New York houses: Charles Plunkett, The Rayo Co, The American Lamp Shade Co., and the White Star Battery Co.

W. N. Pingree, Boston manager, (The Tajimi Co.) has returned from his annual Spring trip, with satisfactory results. In his visit through Western New

York territory, the dealers, without exception, were unusually optimistic.

Paul M. Phillips has received the new line of "Roma" Ivory jardinières and fern dishes from S. A. Weller.

James F. Leary, buyer for J. Samuels & Bro., Providence, has returned from a brief visit to the "Greatest City."

Geo. W. Beals, representing Goodwin & Kintz, Quaker City Cut Glass Co., A. J. Hall Co., etc., visited Springfield and Worcester this week.

E. F. Purrington, representing the National China Co., Salineville, O., was in town this week.

A. A. Breton, buyer for Shartenburg & Robinson, New Haven, has returned from a week at New York City.

George H. Savory and Everett M. Woodward are now conducting the New England Specialty Co., 399 Main Street, Worcester.

Mr. Illsley, representing Barnard, Sawyer & Putman Co., Worcester, has returned from a trip to New York city.

William Bush, of Springfield, western Massachusetts representative of the Crystal Tumbler Co., and the Beaver Valley Glass Co., visited the Boston coterie this week.

Among the visiting salesmen in town this week were: Val Bergen of the Val Bergen Cut Glass Co. Columbia, Pa., John F. Storck, representing B. Gunthel, New York, and Thos. E. Finerty, representing T. B. Clarke & Co., Honesdale, Pa.

The buyers in town this week include: N. E. Ford, with Chas. F. Wing Co., New Bedford; George W. Alden, Brockton; L. P. Cole, Falmouth, Mass.; Mr. Nichols, of Nichols & Rice Co., New London, Ct.; Mr. Davis, of True & Blanchard, Newport, Vt.; Frank H. Dunmore, The Shepard Co., Providence; Mr. Bunker, with the J. M. Stewart & Sons Co., Concord, N. H., and George McKenney, with the Atlantic Tea Co., Natick, Mass.

EXHIBITION PROJECTED.

IT is said in the District that a genuine housefurnishings, china and glassware exhibition will be held next August. That it will be run entirely upon a business basis and only those who can produce credentials will be admitted to see the displays. We understand that the Grand Central Palace has been engaged for this purpose. Such an exhibition run under the right auspices should be a great success. No exhibit other than household articles will be admitted.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 21, 1912.

THE CROCKERY AND GLASS JOURNAL has always been in the lead in bringing the manufacturer and his agents in direct connection with the retailer, realizing that it is one of the missions of a trade paper. Many are the congratulatory letters received from advertisers who frankly tell us that the publicity given in the columns of the "JOURNAL" brings excellent results. But the progressive policy of the management will not permit that the service be merely limited to advertising. Therefore, from time to time, will appear under the heading of "Merchandise Wanted" a list of actual requirements in the trade. This will give every one in the trade an opportunity of securing the business.

Another service, which will be equally beneficial to buyers and manufacturers alike, will be the list of special offers of Merchandise by agents and manufacturers. All the offers will have some special feature to attract the buyers special attention.

If the manufacturers or salesmen wish to receive the benefits of this new service, they should send in their "special offers" early in the week. Should the buyers be looking for special bargains in any particular line let them send in their requirements at once. The CROCKERY AND GLASS JOURNAL Merchandise Department will do the rest.

FRIENDLINESS VERSUS ARMED NEUTRALITY.

IN striking contrast to the secrecy maintained in regard to their business by some branches of the trade is the attitude of the English importers towards

each other. It is quite a common practice to invite one another to visit the different warerooms and inspect the samples when new goods are brought over for the consideration of New York buyers. Before selecting the patterns which they purpose to run they often get the opinion of their competitors as to what they think will sell. By "exposing their hands" they not only avoid copying—a most desirable matter—but the spirit of comradeship thus established tends to restrain mean and captious criticism of their neighbors' goods when placed on sale.

The quality and attractiveness of the wares are the factors sought to induce purchases. It is very much as if the different lines were from one factory, and buyers have but to choose the most available. Such a condition spurs every manufacturer to do his best, and the importers know just what competitor they have to meet.

Complications in business are constantly arising, and every man needs advice at times. None are better able to furnish this advice than those who are meeting with the same or similar troubles. It is much easier to confer with one with whom friendly relations are established than with those who are comparative strangers and not over-cordial at their best.

It is not necessary to tell the inner working of one's business. Trade secrets need not be disclosed. But we are all more or less dependent on each other, and a friendly spirit is much more profitable than an armed neutrality. In such a case many things that might look peculiar are easily explained, while a lack of free intercourse breeds suspicion, and small things become magnified or distorted.

PERSONAL.

AMONG the old time jobbers, none were more prominent ten years ago than Jenness & McCurdy, Detroit. Mr. McCurdy died and the business was sold to Osborne, Boyton & Osborne. Naturally little was seen of Harry L. Jenness in the crockery District after the sale. He was in New York on Friday last on private business, but did find time to call on a few old friends. He is a busy man, busier now even than when he sold pots, as he is chairman of five boards of directors and a director in three others concerns besides having investment in other things. His calls last week were short but highly appreciated.



J. J. Niland, of cut glass fame, from Meriden, Conn., was a visitor to the Metropolis recently and selected many new shapes and blanks for his works. But Mr. Niland was not the most important one in making his selections, he was accompanied by his

daughter, whose good taste and natural insight as to what will please her sex, finally passed on or made the selections.



Koch & Braunstein, of Cincinnati, O., were represented in the District last week by Mr. Koch, who was quite an energetic buyer.



A. H. Ackerman, of the Ackerman China Co., Oakland, Cal., was a most welcome visitor to the District. His friends were pleased to see him.



Wm. Van Arsdale, with the Wm. Rowland Co., New Brunswick, N. J., was a busy man last week in the china and glass District.



Wm. Marshal, with Muschert-Reeves Co., Trenton, N. J., a wholesale grocery house, was buying china, etc., for the premium department last week.



J. L. Morecroft, with the Ideal Cut Glass Co., Syracuse, N. Y., spent a few days in town this week. He has no fault to find with business condition.



G. F. Briggmann, of Webster & Briggmann, makers of choice cut glass, Nangatuck, Conn., has returned to his home town.



The Abbott Store Co., of Chattanooga, Tenn., was represented in the District during the week.



Chambers Hardware Co., Oil City, Pa., does not deal in hardware alone, for a representative of the firm was in the District last week buying glassware in fair quantities.



W. K. Andrews, buyer for the Cleland, Simpson Co., Scranton, Pa., arrived in town on Monday. Owing to the uncertainty of the coal situation he says business has not been brisk for the last two weeks, but should the strike be averted he can see a good trade ahead.



Emil Bronnum, special representative of the Royal Copenhagen Porcelain Works, starts on a trip through the South on March 22nd. Mr. Bronnum will have samples of the newest creations from his factory.



Alfred B. Evans, with Meakin & Ridgway, started early last week on his regular spring trip and Norman C. Walker left on Sunday night for his territory.



J. R. Hull, buyer for Joske Bros., San Antonio, Texas, is at the Cadillac. He will be in the city till

the end of the month. He has had bad luck with colds ever since he left home. He was laid up in East Liverpool for several days and when he reached New York had an attack of grippe. He is plucky though and attending to business when most men feeling as he did would go to bed.



H. A. Merrill, of Ogden, Merrill & Greer, St. Paul, Minn., has recently been appointed a member of the school board of his city. He is a native of St. Paul and graduate of the class of 1879 of the high school. It is an honor to be appointed to this position.



Leon Neubrik, with Crowley, Milner & Co., Detroit, arrived in New York on Friday morning last to place import orders. Mr. Neubrik knows his business, is a genial good fellow and is always welcomed in this city.



James L. Sutherland, Brantford, Ont., who had been in the city for two weeks left for home last Saturday. He speaks well of the business conditions generally in his country and of his own particularly.



The Editor was favored with a call on Saturday from Emil Herbeck, president and general manager of the Herbeck-Demer Co., Hallstead, Pa. His genial and happy manner was so infectious that he soon had the whole of the office staff wreathed in smiles.



E. W. King has accepted services with J. Hines. His long training in the French China business with the leading houses in this line will be invaluable to him in his new position.



F. I. Blakeman, of Blakeman & Henderson, has associated himself with the Barret Mfg. Co., 17 Battery place, in order to handle a new by-product of coal. This commodity is known as Pyxol, one of the strongest disinfectants that has yet been discovered, being twenty times as effective as pure Carbolic acid.



A. C. Stein, of Elizabeth, N. J., was in action in the crockery and glass District this week, after a prolonged absence. His nephew, Mr. Mast, has been doing his buying for him.



Mrs. MacDougall, Hamilton, Ont., of the MacDougall Co., has spent a week in the District.



Miss West, of C. R. Crocker & Co., Syracuse, N. Y., was accompanied by her father during her buying expedition this week.



To have been born an elephant would have been a great convenience to Wm. Dealing, for then he would have no difficulty in always having his

trunk handy, Mr. Dealing, to use his own words, has been living in a trunk for the last week or two. He closed up his house at Ridgewood, N. J., during the heavy frost when the water mains all froze up in his street, and since then has been living somewhat of a nomad life.



Mr. Doubleday, of Beattie & Doubleday, Coopers-town, N. Y., was buying this week in the city in the place of Mr. Beattie, who usually makes the New York trip.



John J. Menges was a busy buyer this week in the District. He represents Merwood, Jaccard & King, St. Louis.



B. Stanton was buying quite heavily in many lines this week for Steward & Co., Baltimore, Md.



Adolph Rosner was browsing around the District this week looking for special goods for L. Baumann & Co.



F. W. Reichenbacher has taken the New York agency for the Quaker City Cut Glass Co. and has a complete line of samples on his display tables.



Andre Rouchaud, of the Cristaleira Moderna, of Mexico, was in the District during the week buying. His is one of the largest houses in Mexico. He said that heretofore the disorders in his country had not upset business up to the last day or so, when he had received depressing news.



Edward Unger is on the road this week covering his territory.



Miss Newman, of A. I. Namm, Brooklyn, was buying glassware and plateaux in the District this week.



Dan Rothschild, of Rothschild Bros., Utica, N. Y., is in the District this week with his assistant making selections from various showrooms.

TO REMAIN DOWNTOWN.

AN important meeting of wholesale dry goods men was held on Tuesday, which was attended by seventy-five of the largest firms in the business. A permanent association was formed to work for the interest of the members one of the most important being the maintainance of the present wholesale district. Speaking to this point, and he voiced the sentiment of all present, John C. Eames, vice-president of the H. B. Claflin Co., said:

"My interests are not all centered in the whole-sale dry goods section; I take a great deal of pride in

our great uptown retail district, which is being encroached upon by wholesale houses and manufacturers, and the consequence is that values in certain uptown sections are already depreciating.

"Even if it were possible to move this great dry goods center and make a new center it would be a mistake and nothing would be gained, but that is impossible, for no new center can ever be established. The firms who are leaving this section are not moving to one locality, but are scattering, over a large territory and mingling with every kinds of business under the sun. In the wholesale business we are obliged to have adequate shipping facilities such as freight elevators, warehouses, sidewalk and curb facilities for moving goods. This is as important for the commission house as it is for the jobbing house. Many of the commission houses who have moved uptown neglected to make provision for shipment of goods, claiming that it was not necessary to handle any goods at their main offices. They have found out their mistake only too late, as it is impossible to do any sort of business without the handling of some goods at least, and offices fitted up with fine furniture and fixtures suitable for a banking institution do not tend to facilitate the sale of merchandise."

BUYERS TO ORGANIZE.

THERE is a rumor afloat that an organization among the buyers of housefurnishings, china and glassware is to be formed. This will be very wide in its scope and a great benefit to the members. We hope to be able to make further announcements with full particulars next week. The information at hand reached us only as we were going to press.

IN TOWN

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

F M Pelletier, of Pelletier Co, hf,c, Sioux City, Ia.
45 East Seventeenth st.

J E Fronani, with Woodward & Lathrop, c,g, Wash-
ington D C. 334 Fourth ave.

J K Hull, with Joske Bros, Co, c, San Antonio, Tex.
45 East Seventeenth st.

Leon Neubrik, with Crowley, Milner & Co, Detroit,
Mich.

W F Hallowell, with C T Sherer Co, c,gl,hf, Worces-
ter, Mass. Grand.

P Vorenborg, of F Vorenborg Co, c,hf, Boston.

H H Griggs, of Scott, Griggs Co, hf,c, Cleveland. 4
West Twenty-second st.

A A Breton, with Shartenburg & Robinson, hf, New
Haven. 75 Spring.

P Schaeffer with Adams, Meldrum & Anderson, Buffalo. 2 Walker.
 W B Stanton, with Stewart & Co, hf,c, Baltimore. Prince George.
 J Donald, with Robertson & Sutherland, c, Lawrence, Mass. Herald square.
 Mr Dodge, with Younger Bros, c, Des Moines, Ia. Herald square.
 A J Parish, with E B Taylor Co, c, Richmond, Va. York.

OBITUARY.

JOHN MARBURY, president of the Marbury-Pegram Co., Norfolk, Va, died on March 10th. He was formerly president of the Memphis Queensware Co., and was highly regarded in the trade.

George Gibson, Jr., of Richmond, Va., died Monday, March 11th, age sixty-one years. He commenced business in that city in 1870, with the firm of Kellog & Gibson, and later succeeded that firm. He has served forty years in actual business harness. For the past eighteen years he has been connected with the E. B. Taylor Company, as traveling salesman. He was a well-known and popular salesman, having many friends. He was a man of the highest integrity, and was highly esteemed by his large circle of acquaintances.

H. Kennard Wasson, president of the H. P. Wasson Co., operating one of the largest department stores in Indianapolis, was found dead Tuesday. Physicians said death was due to heart disease. Mr. Wasson was sixty years old and unmarried.

George Schneider, a well-known cut glass manufacturer in Brooklyn, died suddenly on Wednesday. He had been to the barber and, just as he was entering his home, dropped dead. He was fifty-three years old and had been in business eighteen years. He was born in Germany. He leaves a widow and five children. The funeral will be held on Saturday morning.

BUSINESS BRIEFS.

W. S. Beebe Co. has been incorporated at New Haven to sell kitchen-furnishings, etc. Capital \$20,000.

The Rung Concrete Store Co., 113 Sagamore St., Buffalo, N. Y., are about to open a crockery, glass and furniture store.

The Hamsphire Furniture Co., Northampton, Mass., has been incorporated to sell furniture, kitchen-furnishings, etc. Capital, \$10,000.

A new glass manufacturing concern was incor-

porated in Chicago, with a capital of \$35,000, by Park Phipps, John L. Bolen and Alma C. Larson.

Robert Cook & Sons Co., Brockton, Mass., is incorporated for \$150,000 to manufacture and deal in dry goods, etc. Robert Cook, president and treasurer.

Two new Boston corporations are the Isaac Locke Co., \$60,000 capital, and the M. Obst Co., \$6,000 capital. Both to manufacture and deal in all kinds of merchandise.

The Up to date Specialty Co., Worcester, Mass., is a new trade corporation to manufacture and deal in specialties. Capital, \$20,000. John F. Zebley, president, Chas V. Putnam, treasurer.

PROGRESS OF THE ROESSLER & HASSLACHER CHEMICAL COMPANY.

IN 1882 Franz Roessler came to this country, and in Brooklyn, N. Y., took up the manufacture of liquid bright gold, for the gold decoration of china, porcelain and glass. In 1884 Jacob Hasslacher joined him, they together forming the copartnership Recessler & Hasslacher—the Deutsche Gold und Silber Scheide Anstalt, vormals Roessler, in Frankfurt-on-the-Main, Germany, being special partner.

In 1885 they transferred to Perth Amboy, N. J., the manufacture of liquid bright gold, and there began the manufacture of acetone from acetate of lime, and the manufacture of chloroform from acetone.

In 1889 Roessler & Hasslacher incorporated under the name of The Roessler & Hasslacher Chemical Company.

In 1891 the manufacture of ceramic colors for decorating china, porcelain and glass was added. They also took up the manufacture of oxide of tin on a large scale in order to supply the new industry of enameling works (stamped wrought iron goods for kitchenware and cast iron goods for bath tubs and sanitary ware). The company then took up the manufacture of cyanide of potassium from imported and domestic prussiate of potash, in the first two years without the addition of sodium, and then with the addition of sodium, according to Castner's process. The first sodium was imported, but when the consumption of cyanide developed to a large extent for mining purposes (extraction of gold by weak cyanide solution) the company, together with the Deutsche Gold und Silber Scheide Anstalt in Frankfurt-on-the-Main and the Aluminium Company in London, succeeded by the Cassel Cyanide Company as associates, founded in 1896 the Niagara Electro Chemical Company, with electrolytic works in Niagara Falls, N. Y., where metallic sodium and peroxide of sodium were manufactured under patented processes of Hamilton Y. Castner.

In 1902 the company in its Perth Amboy works took up the synthetic manufacture of cyanide of sodium.

In 1903 the company formed the Perth Amboy Chemical Works for the manufacture of formaldehyde.

In 1906 the company installed platinum smelting works, turning out platinum sheets, wire, etc.

In the beginning of 1910 the company formed the Enamel Company of America for the manufacture of leukonin—an antimoniate of soda—used by enamelers, and also the Mexican Roessler & Hasslacher Chemical Company for the transaction of their Mexican business, and toward the end of 1910 the company associated itself with Dr. L. H. Baekeland and others in forming the General Baekelite Company, with factory at Perth Amboy, N. J.

During the past year the company developed its peroxides manufacture to a large extent, adding to the peroxide of sodium the peroxides and perborates of other metals, introducing by these the oxygen bleach in mills, households and laundries. One article of their manufacture is oxone (patent by Drs. Foersterling and Philipp), a fused peroxide of sodium which delivers in the most convenient manner pure oxygen for use in laboratories, for physicians, calcium light apparatus, etc. Another article is "Persil," an oxygen washing compound for the household, and "Boron-O," an oxygen washing compound for the laundry.

During all this time the Roessler & Hasslacher Chemical Company did a large business in alkaloids, manufactured by Dr. Louis Schaefer, Maywood, N. J., oxalic acid, sal ammonia, chloride and carbonate of barium, arsenic, carbonate and prussiate of potash, and many other chemicals for the arts.

MERCHANDISE WANTED.

LAST week, under this heading, we notified the cut glass manufacturers that one of our subscribers was in the market for 500 cut glass bowls eight inch. This order has not been placed yet, so there is time for further quotations. In order to avoid confusion, all these wants will be numbered consecutively, the above being number one.

This week we have an inquiry for the prices and samples of the following:

- 2—50 three-piece combination Epergnes.
- 3—100 pin wheel pattern cut glass jugs, three-pint.
- 4—600 cut glass tumblers, nine oz. pin wheel.
- 5—100 plateaux, beveled, nickled rims.
- 6—100 cut glass sugars and creams, pin wheel, chrysanthemum and strawberry and fan patterns.

- 7—100 celery trays.
- 8—100 each six-inch and eight-inch footed compots.
- 9—100 fern dishes eight-inch.
- 10—100 ice cream trays twelve-inch.
- 11—100 sandwich plates ten-inch.
- 12—100 two-handled nappies eight-inch.
- 13—100 handled or unhandled nappies six-inch
- 14—50 mayonnaise and plates.
- 15—50 covered butter dishes.
- 16—25 punch bowls nine-inch and ten-inch.
- 17—50 oval orange bowls.
- 18—50 each ten-inch and twelve inch vases.
- 19—25 package of ten-cent assortments of dinnerware, border patterns.
- 20—enquiry for prices on complete lines of art and glazed jardiniere, pedestals, fern-dishes, umbrella stands, cuspidors, etc.
- 21—price of "cheap" ice cream freezers.
- 22—quotations on aluminum cooking utensils
- 23—wanted barrel assortments of housefurnishing novelties.

As the requirements are filled the number will be withdrawn from the list. Apply for particulars by mail, care of "Merchandise Editor," quoting number of item that you wish to figure on.

APPRECIATED.

NEW YORK, March 18, 1912.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir: In my opinion advertising is usually a gamble, with the odds against the advertiser, therefore it is most refreshing to find a publication where the odds are all in his favor.

It would not be fair to you for me to withhold the information or fail to let you know that the results, obtained through the publicity in your paper, have been most satisfactory, that constant replies are coming in by mail, and buyers from out of town as well as in the city come in to see the articles appearing in my advertisement in the CROCKERY AND GLASS JOURNAL.

I am frank to admit that many orders have resulted through your medium and there is no bill that I pay with more pleasure.

Wishing you continued success, and with my best regards,

Yours very sincerely,

S. SIPSER.

Manager, New York Office,
Crown Novelty Co.

BY the appearance of your store will you be judged — by its cleanliness and good order—judged not only by your customers and competitors, but by those from whom you ask credit as well.

Among the Potteries

East and West

East Liverpool Managers of decorating departments have started the selection of new dinnerware treatments and vicinity. which are to be brought out for

the "summer lines". There is reason for believing that the border decals will predominate, as the sale of these treatments this season is far above anticipation. The demand for the white and gold treatments is not as heavy as a year ago, while the highest priced decal decorations are proving to be the best sellers. Advance trials of some of the new treatments are proving the statements of the manufacturers, that every season sees an improvement and advancement in the character of American dinnerware patterns.

* *

While visiting this district several days ago, J. K. Hull, buyer for Joske Bros., of San Antonio, Tex., suffered an attack of la grippe and was confined to his hotel for three days. Following his recovery, he went to the New York markets.

* *

P. E. Moeller, head of the Palm Fechter Co., of New York, was in the district during the last week shaking hands with the pottery manufacturers.

* *

General Manager Clarence Bauman, of the Globe Pottery Co., announces that while the company will place no new shapes or specialties before the trade, the concern is making an elaborate selection of new dinnerware treatments. The plant is working to its capacity.

* *

President Charles Gosser, of the Pope-Gosser China Co., of Coshocton, has returned to his desk after a business trip through Northern Ohio.

* *

Announcement has been made that the Philadelphia offices of the West End Pottery Co., which are in charge of T. H. Garvin, have been removed from the Denckla building to a new location at 116 North Twelfth street.

* *

Because of the advance in the price of scheme ware, and the increase in the list of concerns which are getting into this line of trade, the mining and

coke supply mercantile stores are not buying as liberally of either pottery or glass this season. Buyers for these stores, who have been in the market during the last few weeks, explain that they cannot buy as heavy as heretofore of these lines as a considerable amount of pottery and glass is "given away" and that the trade of these mining stores "fall" for this sort of business.

* *

The Smith-Phillips China Co., continue to have a heavy sale on their new treatments on the "Princess" plain dinner shape. The demand for the more costly decal patterns on this shape is the heaviest experienced in years. The capacity of the decorating shop is being worked under the management of E. A. Crawford.

* *

The "Panama" plain dinner shape of the Warner-Keffer China Co., is proving to be the most popular of all the shapes this concern has placed on the market in recent years. Occasionally a new treatment is being added, which makes the assortment of decorations by far the most extensive the company has ever shown.

* *

It is possible that several new plain shapes will be placed on the market with the new summer lines. Modelers in this district have received commissions with this end in view, but the names of those manufacturers who have ordered are being withheld for the time being.

* *

T. A. McNicol, sales manager for the Potters' Co-operative Co., left for New York and other eastern markets last Saturday night, and remained in that territory the greater part of this week. "Vetus," the new plain dinner shape, is proving to be a popular seller with buyer when bought in the white and gold effects. Inasmuch as the best coin gold is being used in these treatments the effect is most marked.

* *

The employees of the E. M. Knowles China Co. have organized a baseball team for the coming season, and will be ready to meet any team in the business. They have elected George Bratt manager. The team will be composed of the following veterans: Red Allison, C. Dunn, Chick Mountford, H. O'Hara,

Ed. Bennett, Witheron, F. Shingler, C. Smith, Peck McKinney, C. Calhoun and all other employees of the plant who want to try out, besides the manager. They also elected the following: Jos. Berbeck, bat boy, Robert Dietz, water boy; Len Bloor, trainer. Manager Bratt prefers to have his team wallop the Taylors, Smith and Taylors scrubs first.

AT CHICAGO.

A PETITION in bankruptcy was recently filed against J. Hertz & Son, a corporation at 24 South Market street, dealer in china, glass etc. The petitioners are Louis Wolf & Co. having a claim of \$1,500; the Armour Mfg. Co. having a claim of \$371.25, and the Tauton Pearl Works with a claim of \$14.55. The petition sets forth that the assets of the company will not exceed, \$40,000 and the liabilities are \$60,000.

* *

F. Senior Pickles, one of the "57 varieties" of glass salesmen, was a visitor in Chicago during the past week, having come here from Duluth.

* *

F. B. Tinker has taken the silver deposit line of the B. Carlbert Mfg. Co., New York. Mr. Tinker has also received the "Dahlia" pattern cut glass of the Empire Cut Glass Co. showing 125 new pieces. Another attractive line is a light cutting of the Toledo Cut Glass Co. having a cut stem.

* *

W. W. Knapp, of Rochester, N. Y., was a recent visitor in Chicago. From here Mr. Knapp went to Washington, D. C., and New York on a pleasure trip.

* *

The Chicago office of the A. A. Vantine & Co. at 108 South Wabash avenue which George W. Moore has been in charge of will be closed April 1st. Mr. Moore has not yet announced his plans for the future.

* *

The Chicago office of the Pittsburgh Lamp, Brass and Glass Co. is showing some attractive samples in gas and electric glassware in crystal and tobacco brown, having either etched or iced designs and Greacin borders.

* *

Edmund F. Guth, President of the St. Louis Brass Co., was a recent visitor in Chicago.

* *

Mr. Munson, of Mount Gilead, O., was in the city this week buying his spring stock of cut glass and novelties.

* *

Mr. Crowl, representing the Smith-Phillips China Co., of East Liverpool, O., called on the local dealers this past week.

* *

The Phoenix Glass Co. is beginning to feel at home in their new quarters in the Heyworth building.

What is probably one of the most attractive display rooms in the city is being fitted up for the display of their semi-indirect lighting effects. E. H. Fox leaves for St. Louis the latter part of the week on a business trip.

* *

Cornelius Nutting, of Detroit, called on the local trade the first of the week. He is on his way home after a trip through Texas.

* *

M. J. Geary, local manager of Morimura Brothers, has gone to Detroit where he will spend a week on business for the company.

* *

O. W. Eckland, manager of the Central Cut Glass Co., has returned from New York where he was showing the lines of his company. While in New York Mr. Eckland made sales amounting to \$112,000, among which was a single order for 3,000 cut glass portable lamps, which is believed to be the largest single order for lamps ever placed in the United States.

* *

Col. W. H. Surles, who has been postmaster of this city for nearly fifteen years, and who has attended many conventions of the United States Potters Association, and who formerly was interested financially in the H. C. Fry Glass Co., at Rochester, Pa., has been succeeded here as postmaster by Russell C. Heddleston.

A NATIONAL COMMERCIAL ORGANIZATION.

THE President of the United States on March 1st signed a statement, in which attention is invited to the great value that would result from the establishment of a national organization broadly representative of the commercial interests of the whole country.

In accordance with the terms of this statement, which assigns to the Department of Commerce and Labor the duty of initiating such a movement, the Secretary of that Department has issued invitations to more than 1,000 commercial and industrial associations requesting that delegates be sent to a conference to be held in Washington on April 15th for the purpose of considering the question, and outlining the principles by which such an organization should be governed.

Details may be obtained by addressing Charles Nagel, Secretary Department of Commerce and Labor, Washington, D. C.

The favorable responses by commercial organizations to this invitation have been so numerous that, in order to assure adequate hotel accommodations for the delegates, it has been found necessary to fix the date of this conference on April 22, instead of April 15. Delegates should make arrangements for hotel accommodations promptly, as the Washington hotels are crowded during April. The New Willard Hotel

will be designated as headquarters for the conference, and meetings will be held in that hotel.

Organizations which are to take part in the meeting, which have not already advised the Department, are earnestly requested to send in the names of their representatives at the earliest possible date. It is further suggested that all delegates be provided with suitable credentials signed by the president and secretary of each organization.

To this date one hundred and fifty organizations have signified their approval of the plan, and eighty associations have already appointed delegates. It is believed that every state in the Union, and also the Insular Possessions, will be represented at this conference. This will assure the broadly representative character of the meeting.

ON THE PACIFIC COAST.

BUSINESS has picked up very noticeably within the past week, owing, as is generally believed, to the rainfall throughout the State. A better feeling exists among the trade this week than has been shown for over a month, the wholesalers all reporting a large number of buyers in town and the buying to be lively.

Charles Sandbeck, formerly manager of the basement department of A. Schleuter & Co.'s Oakland store and later manager for Chas. Brown & Sons, San Francisco, has accepted the management of Radin & Kamp's basement department at Fresno, Cal.

Sylvester A. Baker, representing the Macbeth-Evans Glass Co., returned the first of the week from Portland, Ore. He reports business splendid.

H. Cronmeyer reports the arrival of the rest of the German import samples, which completes his Bawo & Dotter lines.

Matt Thiel, of the Stone Fisher Co., Tacoma, Wash., and A. Martin of the same company, Seattle,

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—By a New York importing house, a salesman familiar with the china buyers in Chicago and the Middle West. Headquarters to be in Chicago. State salary expected and send references. Address Box 798, this office.

SITUATIONS WANTED.

CHINA salesman wants position, covering large cities West and Northwest, commencing next July. Thoroughly acquainted with the trade in above territory. Highest references. KINGSTON, 25 West Broadway, Room 45, New York.

PUBLIC SALE.

IN pursuance of authority so to do and for the purpose of winding up the affairs of The William Brunt Pottery Company, we will offer for sale at public sale on the premises in the City of East Liverpool, Ohio, at ten o'clock A. M. (legal time) on Tuesday, April 16th, 1912, the pottery plant of The William Brunt Pottery Company, bounded by Walnut, East Third and College Street, in said city, and consisting of the real estate, buildings, machinery and other fixtures appertaining thereto.

Said plant as above described has been appraised at Thirty Thousand Dollars (\$30,000.00) and cannot sell for less than two-thirds of that sum.

We will also offer for sale at public sale at the same time and place, the movable equipment of said plant consisting of saggers, boards, molds, blocks and cases, tools and other appliances.

Terms of sale of plant: Cash preferred; but a reasonable time will be allowed for one-half of the purchase money; deferred payments to bear interest at six per cent per annum, and to be secured by first mortgage on said plant. All purchases of movable property shall be paid for in cash at time of sale.

This pottery has been in active operation until quite recently and is in good order and repair. An excellent opportunity is here afforded for anyone desiring to manufacture either white granite semi-porcelain or electric specialties. The pottery is what is known as a seven kiln pottery, having that number of full size ware kilns and other complement of decorating kilns and other requirements.

The undersigned or either of the attorneys named below, will be glad to give any further information upon request. Correspondence is solicited.

WALTER B. HILL,
JASON H. BROOKES,
Attorneys.

H. N. HARKER,
W. L. SMITH,
Trustees.

BUSINESS OPPORTUNITIES.

MANUFACTURERS, ATTENTION!—Wanted strong line of dinnerware, also blown and pressed glassware for New England. Have established trade with office in Boston. Address Box 796, this office.

WANTED TO RENT.

66 WEST BROADWAY, corner Murray street, an exceptionally good, light salesroom and office, has 755 square feet, steam heat, electric light, passenger and freight elevators. Suitable for the crockery and glassware business. Rent very low. CRUIKSHANK Co., 141 Broadway, New York.

25 WEST BROADWAY, headquarters of the crockery industry. All large, light offices, especially constructed for the display of china, glassware and crockery. Elevator, steam heat. Rents reasonable. CRUIKSHANK Co., 141 Broadway, New York.

FOR SALE.

FOR SALE CHEAP.—SAMPLE TRUNKS IN GOOD CONDITION. FULL SIZE. COMPLETE WITH TRAYS. APPLY ANY AFTERNOON TO FRANK B. SMITH, 253 THIRTY-SIXTH ST., BROOKLYN.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

AVENIR LIMOGES CHINA.
F. W. JENKINS & CO.,
24 MURRAY STREET,
Street Floor. New York.

Wash., are in town this week looking after the wants of their respective houses.

H. H. Bates, of the H. Graff Co., Fresno, Cal., left town a few days ago after placing several large orders with the local dealers.

W. R. Nieper is in Los Angeles this week for the Dohrmann Commercial Co.

The new samples from the Edwin M. Knowles China Co. have arrived and are now on display at 718 Mission street. The new Cumberland shape promises to take very well.

A new line of electric and gas samples, showing a large variety of shapes and styles, has been recently received and put on display at the sample rooms of the Pittsburgh Lamp, Brass and Glass Co. A. A. Otte, the Coast representative for the company plans to leave the first of April for a trip through the southern and eastern parts of the State. Clifton Lewis is traveling the northern part of the State and Sacramento valley.

H. T. Blosser, representing the Fostoria Glass Specialty Co., Fostoria, O., accompanied by his wife, is in California this week for the first time. While here Mr. Blosser expects to establish a branch for the company in San Francisco.

Among the crockery and glass buyers in town this week are: Clyde Stone, of the Stone, Heard Crockery Co., Santa Cruz, Cal.; Bert Cross, of the Cross Hardware Co., Visalia, Cal.; Ernest Richardson, of Richardson & Grant, Ogden, Utah; Carl Lobe, of the Bellingham Bay Furniture Co., Bellingham, Wash.; Will Rhodes, of Rhodes Bros. Co., Seattle, Wash.; C. P. Mayhew, Red Bluff, Cal., and T. S. Spaulding, Woodland, Cal.

SALESMEN'S ASSOCIATION NOTES.

THE slogan "One Thousand Members" for the salesmen's association before the end of 1912 will win out with a lot to spare. At this writing there are 975 names on the roll. Allowing for delinquents and possible deaths, there is every reason to believe that the thousand will be reached before the first of July.

At a meeting of the Board of Directors held on Saturday last the following were elected: Joseph E. Rundle, with J. F. Cairns, Saskatoon, Canada; Eugene V. Coleman, president, Wm. Seitz, treasurer, John Gogard, and George Rodine, of the Irving Cut Glass Co., Honesdale, Pa.; John A. Kimble, manager of the Wayne Cut Glass Co., Towanda, Pa.; Emil F. Kupfer, Brooklyn, N. Y.; Edward Briscal, with Higgins & Seiter, New York, and Jerome J. Phillips, of Bergen-Phillips Cut Glass Co., St. Louis, Mo.

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CROCKERY & GLASS JOURNAL

NEW YORK, MARCH 28, 1912

THE CONDITION OF BUSINESS.

Trade has been very quiet this week New York. in every branch of the business. This is not unusual or unexpected at this time of the year, and while it seems more than ordinarily dull, sales for the week will probably foot up about the same as last year. Mail orders have been good in number, but rather small in amounts, except those sent in by traveling men, which, while varied, on the whole are good. Some of the traveling fraternity have met with unusual good luck, others again have done next to nothing, and the majority of them have had hard weather wherever they have been. Reports from the west show a remarkable condition as regards the elements. Twenty-five inches of wet snow in Kansas, during the last week of March is not to be reckoned on. Chicago and the Northwest report exceedingly cold weather, with heavy storms. The big rivers are in flood, and in our own immediate vicinity heavy rains and low temperatures have prevailed, making business an exertion, rather than a pleasure.

Perhaps in stirring times these obstacles would not have deterred energetic buying, but in the present state of trade, people are not rushing around in snow rain and cold to place orders, either in wholesale or retail lines. Indications are not wanting that a revival of trade is in sight. After the Easter holidays, it is hoped and believed that things will take a turn for the better.

Wall street, so often quoted as a barometer of trade and which has been in the dumps for a long time, is showing signs of activity. For the last two weeks steady gains have occurred all along the lines of the stock market, which is broadening as it rises.

The dry goods trade, particularly in cottons, has improved remarkably and it is a well-known fact that the crockery trade follows in the line of the dry-goods market. Both Dunn and Bradstreet in their last weekly report showed increased earnings in all the railroads and reported that the steel industry was in a good condition. Naturally the millinery trade

has been excellent. Better reports are coming in from the domestic crockery and glass factories.

Business has improved with the manufacturers very materially since our last writing, and while the sales of import goods in the New York market have not been very heavy in the warerooms, the men on the road have helped to keep the average up.

Retail trade in and around New York is very quiet; in those sections of the country where Spring has appeared retail business has improved. In the West and Northwest where winter conditions prevail, it is exceedingly dull, but as there is good in everything, the snows which impede locomotion are of great benefit to the crops, and the cold, which is retarding the growth of fruit trees and berry bushes, is protecting them from later frosts.

The disquieting element in everything is the strike fever. The coal situation is bad, both here and abroad, but every day brings the end nearer. The settlement of the Lawrence strike is only a forerunner of what must come in other sections. Strikes have come and gone before this and in due time the working people will get back to their usual tasks. The country is bound to go on, but it requires patience to wait until such a time as matters right themselves and until we get back to the normal condition of affairs.

Wheeling and Vicinity.

Both glass and pottery manufacturers in this locality report favorably on business. American china lines are moving nicely, while the higher grades of glass are in demand. Factories hereabouts are working full time, and the outlook for the season is considered promising.

All potteries in this section are Sebring, O. working on full time, with one possible exception, and that is caused by building operations delaying progress of

pottery production New specialties are being brought out from time to time, and one of the local concerns which has catered to the specialty business in the past, plans to go into the highest grades of domestic pottery within a few months.

Pittsburgh and Vicinity

A decided improvement in the volume of orders is noted by glass manufacturers in this territory during the last ten days. Mail business has been better and salesmen's orders have been showing an improvement. Several plants in the district are working to capacity. Orders for cut glass are better, some buyers anticipating their wants far in advance on these lines.

Wellsburg, and Vicinity.

Managers of all glass factories here report business being good, with one possible exception, and that being a lamp line. This may be expected, as the increased use of electricity and gas has lessened the demand for oil lamps. The lighting goods are selling well, and manufacturers of packers' lines are working plants to capacity.

East Liverpool and Vicinity.

Some of the pottery manufacturers in the western district are exceptionally busy. A division of opinion exists concerning the condition of business. A few manufacturers report a little dullness in immediate orders, while others assert they have all they can take care of. In all, however, there is no cause for complaint for there is not an idle plant in the district.

SAN FRANCISCO AND THE COAST.

THE greatest business event which has taken place along the Coast for sometime was the opening of the new H. C. Capwell & Co.'s store at fourteenth and Clay streets, Oakland, Cal., directly back of the new city hall, on March 16. From 10:30 in the morning until 2 o'clock in the afternoon the management held a reception and offered to the inspection of their friends the building and its equipment. Every business house in Oakland sent greetings, both in person and in floral pieces. San Francisco merchants also sent congratulations and many attended in person. Every convenience possible has been provided for the comfort of both the employees and the public; a roof garden, lunch room, cafe, rest rooms, etc. In this building the Howell Dohrmann Co. held its formal opening along with the other departments. This company has 50x103 feet on the main floor of the building. They held a big sale before moving from their old place of business, so the most of their stock is direct from the factories now.

The Western Porcelain Co., of Spokane, Ore., which owns large deposits of china clay thirty miles north of that city, has closed negotiations for the establishment of a big factory for the manufacture of china dishes and porcelain ware at Medicine Hat, Alberta, to which place the clay will be shipped.

H. J. Gute, coast manager for Manning, Bowman & Co., who has been out on the road for nearly two months, covering the entire western territory, as well as, making a visit to the factories, is expected back at headquarters about the first of April.

D. F. Carnes, representing the Roseville pottery lines and the cut glass of J. Hoare & Co., left in his automobile this morning for Los Angeles, accompanied by R. E. Keeler.

E. N. Whitney, of Whitney & Co., San Diego, Cal., is in San Francisco this week placing his orders as is his custom at this time of the year.

The Schloss Crockery Co. is now getting settled in its new location at 42 Beale street. The store room is newly remodeled to suit the company's needs, and is a great improvement over the old quarters. Down one side of the room, running back about a hundred feet are the offices, closed in from the rest of the room, and down the other side are showcases for the display of goods. Ben Schloss of this company reports that they are shipping a good many of the Golden State Mason jars to British Columbia as well as to the east.

F. M. Dunn is in receipt of a large shipment of samples from the United States Glass Co. which are now being unpacked and put on display at the sample rooms.

E. T. Richardson, who was here for several days from Ogden, Utah, returned home the first of the week.

The Illinois Pacific Glass Co. is now turning out the Mason fruit jar with the new improved top seal.

Among the country buyers in town this week were: Geo. Kelly, Hanford; E. A. Peterson, Eureka, and Chas. Emerson, buyer for Bullock's, Los Angeles.

A CLEVER "AD."

R. E. TONGUE & BRO., Philadelphia, large jobbers in glass, are sending out a little folder entitled "How we lost a customer". It has four pages and a cover. The cover is a dark gray antique paper, with the title on the first page and a list of the wares on the back page. The first and last inside pages are blank. On the centre pages are the words "He Died", with mourning border around them. It is a very clever advertisement.



MERCHANDISE

DEPARTMENT.

[This department is started in the interest of buyers who may not be able to get around to all the manufacturers' showrooms, yet are looking for special goods that are bargains. Nothing will appear here that has not some special or attractive feature, the main one being price. The offers will be numbered, and in writing to the "Merchandise Editor" for particulars please quote the number of the item that you are interested in.]

ON SALE.

A 2—Special cut glass punch cups, excellent quality and cutting. Regular price \$3.50 a dozen. Special price \$2.85 per dozen less ten per cent. Pin wheel cutting, star bottom. f.o.b. factory, usual package charges

A 4—An exceptional offer of four-pint Tankard jugs, highest grade, hand-painted decorations, "Royal Nippon," regular import price \$1.15 each. Special price 90 cent each in case lots, no charge for package or freight. 4 dozen in a case. There are only thirty-five cases in this lot.

A 7—130 Large leaded glass domes, electric portables complete and various sizes of smaller leaded glass domes and shades. This is an assortment of manufacturers' samples of more than ordinary merit, and if sold at usual retail price should fetch over \$2,200. The whole assortment is offered at the ridiculous figure of \$350 for cash. f.o.b. New York, package extra. Here is a chance for some enterprising manager of a lamp department to put on a sale of extraordinary values.

A 8—100 glass portables, brass frame, shade, with art glass, good design at \$1.80 each, usual price \$2.50, discontinuing number.

A 9—100 electric portables mission style brass frame art glass \$2.15

A 10—100 electric portables mission style brass frame art glass \$2.50.

A 11—100 electric portable mission style brass frame art glass \$3.00

A 8, 9, 10, 11 are good bargains and will be sold in lots of six, as the smallest quantity, until all are cleared out.

A 12—Very Special Offer—puff boxes and hair-receivers in rich cut glass, made by a well-known and reliable firm. Diameter $3\frac{1}{2}$ inches by 3 inches high. Three-buzz, or pin wheel stars, or side, with checkered strawberry, diamond and prism cut, between each star. Large pin wheel star covering the entire top, sixteen-point star on the bottom at \$8 per doz., less ten per cent or 60 cents each. f.o.b. factory; package extra.

A 13—fifty doz. pieces assorted china, including nappies, cups and saucers, from after-dinner

coffees, up to extra large size. Also ornamental and useful specialties, at 75 cents per doz. The prices of these are below import prices. Good for bargain-counter sales.

A 14—twenty-two doz assorted pieces of blown lead glassware, including sherry, wine, champagne glasses, tumblers, goblets, etc., with gold encrustations and gold bands, plain and colored finger bowls, etc., at 10 cents each. This is an exceptionally cheap line. The glass is all imported and of excellent quality.

A 15—eleven decanters, gold decoration and needle etching, at 25 cents each.

A 16—two water jugs, same pattern, at 25 cents each. This is high-class stuff at low class price. (Nos. 14, 15 and 16 are from one firm.)

A 17—Special Offer for \$262 for 262 pieces. A well-known and reputable glass cutting firm, noted for their fine work, make an exceptional offer of slightly imperfect goods, consisting of the following: 14 eight-inch bowls, 4 nine-inch bowls, 2 twelve-inch footed punch bowls, 1 nine-inch footed punch bowl, 19 assorted oils, 17 assorted jugs two-pint to four-pint, 13 assorted carafes, squat and globe, 5 fern dishes, 14 decanters, 25 nappies, 38 vases, one-inch to fourteen inch, assorted shapes and cuttings, 5 sandwich trays, 19 comports, assorted, 8 violet holders, 6 olives, 3 violet bowls, 4 mayonaisse bowls and plates, 20 pans-sugar and cream, 4 celeries, 6 spooners, 1 puff-box, 2 hair-receivers, 1 cologne, 1 ice cream tray.

A 18—Special offer of five-inch covered bon bon "Juliet" at \$1.20 each. f.o.b. New York. This is a very attractive piece and is so made that it may be used as two separate bon-bons without covers. Each is packed in a strong cardboard box, which eliminates all risk of breakage in handling.

A 19—One of the largest dinnerware houses in the country has an overstock of English bone china tea cups and saucers marked at \$1.75 to \$8.00 per doz., and in order to reduce the stock will sell 700 doz., at \$1.50 per doz., assorted. The patterns and decorations are good. The offer is a bargain.

A 20—An exceptionally attractive ten-cent assortment. The smallest is a six-inch flat plate. The following is the make up of the composition. Twelve doz. each seven-inch flat plates, seven-inch deep or soup plates, eight-inch salads, six-inch flat plates, four doz. each 30s bowls and ten-inch cakes, twelve doz teas and saucers, four doz. each nine-inch dishes, six-inch bakers and 36s jugs. The cost of this assortment for eighty doz. is \$62.60, or equal to $78\frac{1}{4}$ cents per doz. A trial order for twenty doz. will be accepted. Twelve fast selling patterns to choose from.

The numbers that have been taken out this week have either been sold or options have been given to prospective purchasers. Buyers, in order to avail themselves of these offers, should lose no time in

making applications for data, and thus get the first bid for them.

MERCHANDISE WANTED.

[We have received from our subscribers enquiries for the following good.]

- 2—50 three-piece combination Epergnes.
- 11—100 sandwich plates ten-inch.
- 12—100 two-handled nappies eight-inch.
- 13—100 handled or unhandled nappies six-inch.
- 14—50 mayonnaise and plates.
- 15—50 covered butter dishes.
- 16—25 punch bowls nine-inch and ten-inch.
- 17—50 oval orange bowls.
- 18—50 each ten-inch and twelve inch vases.
- 19—25 package of ten-cent assortments of dinner-ware, border patterns.
- 20—enquiry for prices on complete lines of art and glazed jardiniers, pedestals, fern-dishes, umbrella stands, cuspidors, etc.
- 21—price of "cheap" ice cream freezers.
- 22—quotations on aluminum cooking utensils
- 23—wanted barrel assortments of housefurnishing novelties.
- 24—prices on jelly tumblers.
- 25—prices on cheap tank glass tumblers.
- 26—prices on glass fruit jars, metal or glass tops.
- 27—prices on light cut glass tableware.
- 28—prices on assorted line of jardiniers and pedestals.
- 29—prices on a quantity of seconds in brown and white cooking ware, such as casseroles, bakers, shirred eggs, etc.
- 36—prices on garden tools.

Since publishing our list last week several of the lines have been filled and therefore withdrawn, others are being considered, but not definitely closed. Those still appearing are yet to be settled and there is time to put in a bid.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending March 26, 1913.

COPENHAGEN

54 packages glassware.....Geo Borgfeldt & Co

LONDON

8 packages toys.....Geo Borgfeldt & Co
9 " ".....Samstag & Hilder Bros
5 " ".....Strobel & Wilken Co

BREMEN

12 packages chinaware.....Strobel & Wilken Co
9 " toys....." "

ROTTERDAM

67 packages earthenware.....Geo Borgfeldt & Co
14 " ".....L Straus & Sons
12 " ".....L D Bloch & Co
1 " glassware.....Graham & Zenger
1 " ".....Miscellaneous Orders
9 " toys.....B Illfelder & Co
4 " ".....F A O Schwartz
53 " ".....Miscellaneous Orders

HAMBURG

101 packages glassware.....Fensterer & Ruhe
204 " ".....W R Not & Sons
207 " ".....O O Friedlander
58 " ".....F Euler & Co
44 " ".....Kmy-Scheerer Co
10 " ".....Lazarus & Rosenfeld
17 " ".....N Wapler
119 " ".....Elmer & Amend
8 " ".....Herman C Kupper
66 " ".....L Straus & Sons
186 " ".....Geo Borgfeldt & Co
591 " ".....Miscellaneous Orders
73 " earthenware.....Geo Borgfeldt & Co
3 " ".....J Palme
104 " ".....Bawo & Dotter
2 " ".....Graham & Zenger
15 " ".....J Wygand & Co
42 " ".....L Straus & Sons
25 " ".....L D Bloch & Co
662 " ".....F W Woolworth
13 " ".....Koscherak Bros
11 " ".....F Bing & Co
248 " ".....Miscellaneous Orders
1 " chinaware.....Bawo & Dotter
17 " ".....Strobel & Wilken Co
77 " toys.....B Illfelder
19 " ".....G W Travers
10 " ".....A Steinhardt & Bro
8 " ".....Strobel & Wilken Co
102 " ".....Miscellaneous Orders

LIMOGES

100 packages chinaware.....Theodore Haviland & Co

LIVERPOOL

8 packages earthenware.....The Rowland & Marsellus Co
1 " ".....L Straus & Sons
6 " ".....Bawo & Dotter
21 " ".....E Bcote
9 " ".....W H Plummer
20 " ".....Meakin & Ridgway
6 " ".....Fensterer & Ruhe
9 " ".....F W Woolworth
36 " ".....G F Bassett & Co
11 " ".....R Slimmon & Co
18 " ".....Fondeville & Van Iderstine
6 " ".....H C Edmiston
5 " ".....J Wygand & Co
9 " ".....George Hamilton
46 " ".....Maddock & Miller
15 " ".....Miscellaneous Orders
20 " glassware.....W S Pitcairn
38 " ".....Miscellaneous Orders
20 " toys.....Geo Borgfeldt & Co
9 " ".....Lazarus & Rosenfeld
5 " ".....Strobel & Wilken Co
22 " ".....Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

50 packages earthenware.....Jones, McDuffee & Stratton Co
75 " ".....Mitchell, Woodbury Co
28 " ".....Rowland & Marsellus Co
5 " ".....A W Chesterton
59 " ".....F W Woolworth
3 " ".....Stone & Downer Co
4 " ".....F W Miller & Co
8 " ".....Meakin & Ridgway
100 " ".....American Express Co
20 " ".....Miscellaneous Orders

ANTWERP

107 packages earthenware.....Jones, McDuffee & Stratton Co
20 " ".....F W Woolworth
15 " ".....Miscellaneous Orders

The New York Crockery and Glass District.

Bassett's letter writer has a word to say about presidential candidates this week. It is one of the breeziest epistles he has written this season and has a humorous vein which makes it interesting reading,

Robt. Slimmon & Co. are making a big showing of English earthenware dinner sets, and among the various lines special attention is called to that of the Upper Hanley Pottery Co. They have a new shape this year called the "China". It is a plain oval with pretty lines with plain print, illuminated prints, floral and geometrical designs. They also have an excellent flow blue there at a very reasonable price.

Cox & Lafferty have just rearranged the display of their Bonita Art china. As one enters their show room, upon leaving the elevator on the third floor, the first thing that attracts attention is a brilliant display of these exceptionally fine sets of gold decorated china. They are to be seen in attractive after-dinner coffee sets, tea sets, and fascinating bureau sets for my lady's boudoir, liqueur sets, etc. This work is done on the finest Limoges china, and is attracting a good deal of attention among the buyers.

L. Straus & Son last week opened a large line of spring novelties which they can supply from stock. Dealers looking for dinnerware should not pass their Schwarzburg china. The body and glaze are of a very high grade, the decorations dainty and almost infinite in variety and at prices within reach of all.

Haviland & Abbot Co. have experienced excellent business in their open stock patterns, of which they are displaying upwards of thirty patterns. They also have quite a run on white ware for decorating.

The new line of floral designs in rich cut glass, put on the market by the Herbeck-Demer Co., Hallstead, Pa., are far above the average. Originality is the one thing shown in this line. The foliage which surrounds the blossoms is more natural than we

thought it possible to show in this class of cutting. The varied kind of blossoms shown, emphasize the fact that this firm originate rather than follow others. The execution of the work is first class, and in spite of the excellent workmanship the prices are all popular. A glimpse at the samples will convince any buyer that the line is worth handling.

The Niagara Cut Glass Co., represented by C. B. & J. Warner in the city, are making a special run on six-inch handled or unhandled nappies, known as "Delaware," at good bargain prices. To use their own words, the quality is there and the prices right.

The Crown Novelty Co. have sent to S. Sipser, the manager of the New York office, a handsomely furnished French gray silver lamp, which cannot fail to attract wide attention. The novelty of the design and treatment are unique. Two new twenty-four inch domes have also been received that are in excellent taste.

Vogt & Dose report that their open stock patterns are being liberally ordered, and that the fair offer made through the advertising columns of the CROCKERY AND GLASS JOURNAL is being taken advantage of by many buyers. The designs are in good taste, every one is a seller. The proof of this is found in the fact that whoever once trades with this firm rarely leaves it.

The May-wine season is close upon us. Therefore now is the time to put in a stock of the best receptacles for this palatable beverage. E. R. Thieler has just the thing in the well known Mettlach ware. He is showing a line of these goods that is not surpassed in style or beauty in the market. The variety is large and the assortment good. There are three different treatments, inlaid stone ware, the very finest bowls with embossed figures and designs and others with printed designs thereon. Cups may be had to match if so desired. The coloring in all this ware is striking and artistic.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER

NEW YORK, MARCH 28, 1912

WE are sending a large number of copies of this issue to non subscribers. If you are not already on our books you are not getting valuable information that appears in its columns each week, which will enable you to buy the right goods at the right prices. You are missing the opportunities that are advertised under the heading "Merchandise Department" offered in its columns. All of these offers are exceptional and the margin of profit for the buyer is large. Special sales can be materially augmented by securing these bargains. Send in your subscription. One issue will give you pointers that will make enough money for you to pay for five or ten years subscription. The price is two dollars per year. Send your order now.

A GREAT INSTITUTION.

THE New York Chamber of Commerce some months ago established an arbitration court, for the purpose of settling disputes without the cost, annoyances and publicity of ordinary litigation. This committee proceeds precisely as is done in the regular courts, and decisions are as final as that of the Supreme Court. The first case came up three weeks ago and singular to relate it involved a firm in the crockery trade. Lee Kohns, of L. Straus & Sons, was the presiding judge, and won praise for his grasp of the situation and the fairness of his decision. The crockery firm in question sued for a bill of goods delivered. Through the medium of this court an arrangement was reached which satisfied both parties. Not only

was the case tried quickly, but the expense was almost nothing, as compared with what it would have been had lawyers been engaged, to say nothing of the time saved, for the law's delays are notorious. The arbitration court of the Chamber of Commerce is a great institution.

TO OUR SUBSCRIBING BUYERS.

WHEN you are preparing for a sale let us know. We can help you to get on to special lines. When you want anything, even in the usual run of things, communicate with us, we can be of service. Let us put your special wants in our "Merchandise Department" columns. It is started with the object of being of service to you. We would like you to avail yourself of this opportunity. There is no charge for this service.

PERSONAL.

DU E to the increased demands for European merchandise and in particular German manufacture, which are very much demanded in the American market, a number of large mercantile houses have come to the conclusion that in order to secure the best service, terms and prices, a personal representation in the trade centers of Europe is required, and have therefore appointed special representatives in Europe to look after their interest. Mr. Kurt Kozuszek, 47 Murray st., this city, the manager of the "Deutsch Amerikanischen Handelsgesellschaft," Berlin, is here on a short visit with the view to connect with a few houses who are buying European merchandise on a large scale and who would be inclined to consider the services of the company as purchasing agents in Europe. Mr. Kozuszek would be pleased to hear from such houses, in order to give them particulars and lay a proposition before them.



E. D. Garrison, with Sanger Bros., Texas, who was here a month ago, was in the city last Friday. He registered at the Albert.



A diabolical attempt has been made to wreck the life of J. Duncan Dithridge and instantly to destroy all his valuable samples. An infernal machine or bomb carefully timed to explode, when a representative of the CROCKERY AND GLASS JOURNAL paid him his usual call had been concealed beneath his chair. But for the faulty construction of the bomb, we should have to record the death of two well known men in the District. While peacefully chatting together and discussing business in general, without the slightest warning a loud report was heard and a missile shot across the room and Mr. Dithridge lay prone in his chair. The representative of the journal was directly

on the path of the piece of steel and only by his agility was enabled to avoid death. The perpetrator of this foul act has not yet been identified, but it is suspected that he is a furniture manufacturer who, to avoid expense, puts cheap springs in his swinging desk chairs. Anyone in the District who can give a clue to the identity of this arch fiend will be welcomed with open arms by Mr. Dithridge.

Richard Briggs, of Boston, spent two or three days in New York last week, leaving for home on Saturday.

J. H. Venon will leave Sunday night for Boston and swing around the circle to take in the Middle West.

J. B. Williamson, of Williamson & Jenkins, Vancouver, is strongly against reciprocity with the United States. While he admits that he is not thoroughly well versed with our politics, he believes that our next president will be from the Democratic party, and then he says he will get all the advantages of reciprocity without conceding anything. Perhaps his wish is father to the thought.

Jacques Bernardaud, who is visiting this country from France, came into New York after a trip West. He found a fair business. He will remain here for another month.

H. S. Clarke, with Robt. Slinmon & Co., left for his regular trip last Thursday.

William Junor, Toronto, Can., arrived in New York on Monday morning for a week's stay.

Alfred G. Moment is in Chicago this week. From there he will continue his trip, finally ending in New York at Eastertide.

Chas. E. Cardon, with J. H. Venon, will start early in the week for the Northwest.

E. Torlotting will spend next week in Philadelphia and from there he goes to Boston. After finishing with his New England friends he will start on a trip to the West, and will take with him all the new creations of the St. Louis Crystal Glass Co.

I. P. Cohen, who has been so many years identified in the Crockery and Glass trade, celebrated on Tuesday last the thirty-sixth anniversary of his wedding. On the morning of the 26th of this month when Mrs. Cohen made her appearance in the breakfast room, she found a five pound box of candy awaiting her, and upon opening it discovered a check for \$36, from her adoring husband, and upon the table a beautiful cut glass vase containing 36 American

beauty roses. Mr. Cohen would have given 36 pounds of candy, but he was afraid that his spouse would have felt compelled to eat it all and he wished to avoid adding to his expenses by incurring an unnecessary doctor's bill.

Edward Unger visited his New England trade last week and returned at the end of the week to spend a few days in New York. He has again hied himself to his friends down East this week.

F. A. Karr now has charge of the china and glass department of Jones Post & Co., Kansas City, Mo., succeeding W. H. Nueman retired.

T. A. McNichol, of the Potters Co-operative Co., East Liverpool, formerly known as the Dresden Pottery, was in the city on Monday and Tuesday in conference with the New York agents, Cox & Lafferty. On Wednesday he was in Boston.

A. L. Gauthier, Waterbury, Conn., was an office visitor this week. Speaking of the hard winter just passing away he said that he lives about three miles from the centre of the city, on a road usually well traveled. Since Christmas, not a vehicle of any kind has passed his door, on account of snow, and on Monday seven inches were added to what was already on the ground. In spite of the weather his March business was three times as big as last year.

Charles L. Reizenstein, Pittsburgh, Pa., came to New York on Tuesday for a short visit. He is the son of the well-known Louis Reizenstein, and is as welcome as his father.

Arthur J. Bennett, president of Cambridge Glass Co., arrived in New York on Monday and spent a good portion of the week in town conferring with his New York representative, William Dealing.

A NEW RETAIL TRADE ASSOCIATION.

WE announced last week the organization of The Housefurnishing, Crockery and Glass Association. The purpose is to unify the trade, and hold annual or semi-annual conventions in the city of New York. The object of the association is to foster trade and commerce and to promote the interests of those having financial interests in common in the housefurnishing, crockery and glass industry in the United States.

The association proposes to provide means to secure freedom from unjust and unlawful exactions, influence suitable legislation where trade reforms are needed, and to procure uniformity in the customs of the housefurnishing, crockery and glass trade.

The headquarters of the association are at 117-119 East Twenty-fourth street, and the association has established among other features a Housefurnisher's Club, a National Employment Bureau, and provides its members with many other service bureaus, which will be of practical benefit and assistance to every buyer and merchant in the trade.

The officers of the association are Charles L. Herman, president; Adolph Rosner, vice-president; Albert L. Wyman, Secretary, and Wm. H. Fox, treasurer.

An advisory committee consisting of twenty-five prominent buyers had been established, including such men as Thomas Stackpole and Robt. H. Yarwood, of the Greenhut-Siegel Cooper Store, Harry Kalisch, of the Fourteenth street Store, Harry Hahn, of H. C. F. Koch & Co., all of New York; J. J. Jacklin, of Boston, J. F. Leary, of the Outlet Co., Providence; S. J. Nealis, of the Gamble Desmond Co., New Haven; William G Klein, of Wise, Smith & Co., Hartford; A. Brockman, of the Fair, Chicago; Harry Hollander and J. Kohnfelder, of the Siegel-Cooper Co. Store, Chicago; W. H. Conger, of the People's Store, Tacoma; J. Lee Richards, of Hale Bros., San Francisco, as well as many other men equally well known in the trade.

As will be seen, the National Housefurnishing, Crockery and Glass Association is organized on a national scale, and sufficient support has been pledged to insure its strength, permanence and success from the beginning.

Permanent officers will be elected at the first annual convention to be held next August, of which announcement will be made later.

A NEW TRADE EXHIBITION COMPANY ORGANIZED.

LAST week we published an item to the effect that an exhibition company to promote trade exhibitions in New York city, which shall be a permanent feature of the New York market, conducted by men who know the trade and the needs of both manufacturers and buyers was contemplated.

Such a company has just been organized by Albert L. Wyman, who is everywhere recognized as the legitimate successor of I. B. Scott, founder of "The House Furnishing Review," which publication during the past five years has made wonderful strides under Mr. Wyman's direction as editor.

Mr. Wyman has resigned his position to organize the National Housefurnishing Trade Exhibits, Inc. He will be assisted by Wm. H. Fox, for many years the New York manager of the Lisk Mfg. Co., of Canandaigua, N. Y., and by Wm. B. Curtis, publisher of "Paper and The Publishers' Guide." The new

company is located at 117 119 East Twenty-fourth street, and will conduct semi-annual trade exhibitions in August and February each year hereafter in the New Grand Central Palace, the home of the New York Furniture Exchange on Lexington avenue, between forty-six and forty-seven streets. These exhibitions will be trade shows only. The public will be excluded and admission will be limited exclusively to buyers and merchants in the housefurnishing, crockery and glass trade.

Furthermore, exhibitions will be restricted to manufacturers and importers of housefurnishing goods, crockery, china, glass toys, and kindred lines.

The conventions of the National Housefurnishing, Crockery and Glass Association will be held in the New Grand Central Palace at the same time the trade exhibitions are in progress, and these exhibitions will be held during the height of the Spring and Fall buying season in the trade. That these exhibitions will assist out-of-town merchants materially in making purchases, and making the New York market more active and stronger than ever before goes without saying.

OBITUARY.

CLARENCE HARTMAN with Ludwig Baumann & Co., died on Sunday in his apartment at the Hotel Frederick. He was born in this city forty-eight years ago, and after an education received in the public schools, he entered the firm of his brother-in-law, Ludwig Baumann. He is survived by his brother, Max Hartman, and by two sisters.

Daniel R. Marshall died on Wednesday night at his home on Audubon ave., this city, after a brief illness of septic pneumonia, caused by ptomaine poisoning, in his sixty-first year. He was born in New Hampshire and about forty years ago entered the employ of the Sandwich Glass Co., Cape Cod, Mass. Ten years later he became associated with Richards & Hartley, of Pittsburgh, and when the United States Glass Co. was formed and took over that firm, he went with the new company. He left them to go with the Tarentum Glass Co. in whose employ he was at the time of his death, being Eastern representative. Mr. Marshall was a quiet unassuming man of the strictest integrity. He was successful as a salesman, made friends and held them. His death will be deplored deeply and he will be missed by a large circle of friends. He was a member of both the Pottery, Glass and Brass Salesmen's Association and of the Western Salesmen's Association. He leaves a widow and three daughters. Funeral services were held Thursday night at his home and the body was taken to Bradford, N. H., for interment.

Among the Potteries

East and West

East Liverpool and vicinity.

Pottery manufacturers having plants located along the Ohio river trembled last Friday and Saturday, for fear the flood of

four years ago would be repeated. Close observations were made, and every precaution possible taken in advance to move stocks in the event the 1907 records were reached. However, after a 36.7 foot stage had been reached the crest of the rise had been attained, and not a pottery was inconvenienced.

* *

As a straw which shows which way the trade winds are blowing, one of the smaller pottery manufacturers in the local district received an order for eight carloads of decorated ware from one concern for immediate shipment last Saturday.

* *

The sale of the plant of the Brunt Pottery Co., of this city, which has been set for April 16, is attracting considerable attention throughout the trade. This is one of the oldest concerns in the district, and the original founder was one of the pioneer pottery manufacturers of the United States. An excellent opportunity is afforded to any one interested in this line to acquire a property at a reasonable price.

* *

"Business with our company is most excellent, and we are working every department to capacity," declared George C. Thompson, of the Thompson Pottery Co. Mr. Thompson is a candidate on the republican ticket for the Eighteenth Congressional nomination, and said it is generally admitted that he is leading the two others now in the field. This journal was the first to make public announcement of Mr. Thompson's candidacy, this being over a year ago.

* *

The new "Bedford" shape of the Trenie China Co. is admitted by the company to be the best plain selling dinner shape the concern ever place before the trade.

* *

When W. E. Wells, secretary-treasurer of the Homer Laughlin China Co., goes into anything, he puts his whole soul and effort into his task. Re-

cently while enjoying a well earned holiday at Pinehurst, N. C., and taking part in the golf tournaments there he won a cup for his efforts. The cup is prized highly by its owner.

* *

A canvass of the entire membership of the National Brotherhood of Operative Potters is now being taken, with a view of placing information before the joint committee which has been selected to have charge of the distribution of the new \$15,000 tuberculosis fund.

* *

James C. Deens, sales manager for the D. E. McNicol Pottery Co., is completing a western and northwestern trip.

* *

Although the season may be considered a little early, the manufacturers who make a specialty of the calander plaque business report a very good demand so far, and that indications point to a heavier sale than during 1911.

* *

The Cartwright Bros. are working their plant to the limit, and business is declared to be good.

* *

C. L. Gray, formerly office manager of the Goodwin Pottery Co., of this city, now with the Cock Pottery Co.'s interests at Kittanning, Pa., was in the district last week.

* *

All potteries in this district are working full time, and managers of each report that 1912 looks "mighty good to them". The Sebring Pottery Co. is doing an excellent business on specialties, while their new line of dinnerware is admitted to be a very clever one.

* *

O. H. Sebring, who has been spending a week in the eastern district has returned to the home office.

* *

President E. H. Sebring, of the E. H. Sebring China Co., has announced that his company will place a new dinner shape on the market within a reasonable time, that it will be made along new lines, and will be shown in treatments not now pre-

sented to the buyers of the higher grades of American pottery.

* *

Bert Sebring, sales manager of the French China Co., has left for Cuba, via New York, where he will spend a four weeks' vacation.

* *

"We are just completing the final construction of our plant, and ere long we will be operating to capacity," declared Fred Sebring, general manager of the Saxon China Co. This concern is now operating to about three-fourths of capacity, although active operations were not started until a few months ago.

* *

The large new offices of the French China Co. have been completed. They are the most modern of any here. It is estimated that the company has spent over \$10,000 in the erection and furnishing of the new office department.



Announcement has been made by **Wheeling,** the Warwick China Co. that they **W. Va.** have opened an office at 319 Fifth avenue building, New York, to show the dinner and hotel china lines of the company. S. A. Royce, sales manager for this company is now arranging for his eastern trip, and opened at the Ft. Pitt hotel this week.

AT BOSTON.

EASTER business throughout Boston and vicinity is very encouraging, notwithstanding the pessimistic forecasts of the few who were apprehensive, owing to "Presidential" year. The respective buyers of several departments tell the writer that sales have exceeded expectations by quite a good-sized margin.

M. Rosenthal, formerly proprietor of the "Outlet," will now conduct a wholesale and retail business at Pittsfield.

Harry B. Hollis, representing the Niagara Cut Glass Co., Central Glass Works, The Lancaster Glass Co., The N. L. Lockhart Co., and the Jefferson Glass Co., is experiencing a brisk demand for these lines. Mr. Hollis is one of the optimists of the trade, and can see no reason why good business should not remain firm.

K. A. Hannula will open a new store this week at 59 Parker street, Gardner, carrying kitchen furnishings, etc.

Jones, McDuffee & Stratton Co. have an attractive window display of sweet lavender dishes, which are of a delicate lavender color, and offered at reason-

able prices. John Connolly is expected to return from abroad in about five or six weeks.

The Boston Novelty Co. is now conducted by Harry M. Greene and A. Pinkofski at 294 Washington street.

James E. Bostock, conducting a large tea and coffee business at Taunton, dispensing crockery as premiums, visited the Pearl street contingent this week.

A new Boston store is the Washington Department Store, Inc., just incorporated for \$10,000. S. Burman, President.

William R. Claflin, 41 Pearl street, has received new lines of cut glass which are very attractive, and are now ready for buyers' inspection.

Buyers in town this week include: William H. Rudderham, Almy, Bigelow & Washburn, Salem; Frank H. Dunmore, The Shepard Co., Providence; Edwin Goss, Lewiston, Maine; Mr. Loomis of Loomis Bros & Co., Westfield; James E. Bostock, Taunton; James E. Hogen, The Shartenburg & Robinson Co., Pawtucket, R. I. and New Haven, Conn., and H. H. Curtiss, of Burlington, Vt.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Mar. 9, '12	Correspond- ing period 1911	Exports Jan. 1 to Mar. 9, '12	Correspond ing period 1911
Boston	186	154	1481	1616
New York	40	122	1279	1924
Baltimore .....	....	559	1812	2354
Philadelphia	43	....	555	930
New Orleans	30	....	153	194
Newport News .....	....	20	31	26
San Francisco ..	87	....	287	18
Portland (Me.) ..	68	61	367	434
Galveston .....	....	18	92	355
Portland (Or.) ..	11	....	37	....
Inland Points ..	17	98	133	389
Total ..	482	1032	6257	8240

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Mar. 9, '12	Correspond- ing period 1911	Exports Jan. 1 to Mar. 9, '12	Correspond ing period 1911
New York	40	118	1356	1792
Boston	186	154	1481	1553
Philadelphia	43	....	555	969
Baltimore .....	....	559	1812	2349
San Francisco ..	87	....	287	18
New Orleans ..	30	..	186	194
Portland (Me.) ..	68	61	392	302
Galveston .....	....	18	92	355
Newport News ..	....	20	31	26
Portland (Or.) ..	11	....	37	....
Inland Points	17	....	149	109
Total ..	482	920	6378	7667

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Glass manufacturers generally admit that no small loss is occasioned within a year's time by the breakage in the factory before

the ware is taken to the lehrs, and that, in many instances, this loss could be prevented by workmen exercising more care. These conditions, so far as losses is concerned, do not exist in the foreign factories. This fact has been brought to the attention of manufacturers and workmen by Victor Fousse, of Wheeling, W. Va., who has said that one could walk through French glass factories and not find a piece of glass as large as a walnut on the floor. It is also maintained that there is no "speeding up" in the foreign factories, and that all ware made is "good ware."

Five furnaces are now being operated by the McKee Glass Co., at Jeannette, Pa., and the production is the greatest in the history of the company, which has been operating the plant during the last few years. Three furnaces were first put under fire by A. J. Smith when he took the plant over, and since then the capacity has been steadily increased in every department. Table lines brought out in January are having a heavy sale, while the staple blown lines are moving rapidly.

B. H. Hagedorn, formerly a salesman associated with the Pittsburgh Lamp Brass and Glass Co., has become identified with the Haskins Glass Co., of Wheeling, W. Va., and will travel southern territory, showing the complete Haskins line.

B. F. Pritchard & Co., who represents the Mononga and Northwood Glass Co.'s, lines in this territory, have completed the fitting up of their new sample rooms in the Jenkins Arcade building.

The United States Glass Co., in order to create an increased trade for the retail dealer, has just issued an eight-page booklet fully illustrating and describing their new "Athenia" Grecian border lines of ware, and plans to send the booklet to dealers for the latter to distribute among the retail trade. The pattern of the glass is carried out on the cover

of the booklet, and in addition the new trade mark of the company is also shown in the illustrations.

Louis Fritz, of the New York office of Butler Bros., and Mr. Dixon, from the Chicago office of the same concern, have been spending the last ten days in the district buying for immediate shipment.

All glass factories manufacturing lamps are busy preparing their new lines. It is related that early inquiries indicate one of the heaviest seasons in years. Within a few weeks all the new creations in lamps will be ready for the jobbers.

"Havana" is the name of a new creation in glass which has been just placed on the market by the Pittsburgh Lamp, Brass and Glass Co. It is the invention of General Manager Kopp, who is admitted to be one of the most expert glass makers in the country. Grecian designs predominate and when placed over a light a most wonderful and delightful effect is obtained. Although this new creation in lighting glassware has been on the market but a short while, a tremendous business is being booked, all of which proves that the line is an excellent retail proposition. Harry A. Ross, city salesman for the company, has been confined to his home suffering from acute indigestion.

The L. E. Smith Glass Co., of Mt. Pleasant, Pa., has placed three specialties on the market which, for popular-priced utility items, have certainly "caught on." Their sanitary butter container is being put out at a price that commands the attention of department store buyers, while their other two specialties, a glass drinking and glass feeding fountain for poultry fanciers, are the only items of the character manufactured. The three items are made to be sold at popular prices, and they are moving rapidly at retail, judging from the volume of repeat orders being received.

Trade conditions with the Higbee Glass Co., at Bridgeville, are excellent, and the plant is working to its capacity in every department. In fact the company has not lost a day, with the possible excep-

tion of holidays, since the new plant was placed in operation.



The Haskins Glass Co. has about completed twenty-one new molds for fancy chandelier lighting ware and nine new molds for gas and electric are effects. Ten new annealing lehrs have also recently been added to the plant at Martin's Ferry. The factory is being operated to its capacity, and a large volume of business has been booked on its cut lighting ware. General Manager George Katz is of the opinion that the present will be the busiest year in the history of the company.



Because of an increase in business, Wellsburg and the Crescent Glass Co. this week placed a new furnace in operation. Vicinity The concern bought a part of the property formerly owned by the National Glass Co., and operated by the Riverside Glass Co. Blown tumblers is the production of the plant now.

The demand for the lighting lines of the Eagle Glass and Mfg. Co., is admitted to be the best in years. A number of new shapes and many new treatments have recently been added, all of which has given the concern a greater variety than ever. The new line of night lamps is also moving nicely, as is the numerous specialties made here. Samnel O. Paul, traveling the western territory, was threatened with pneumonia in Kansas City, Mo. He has fully recovered and is now continuing his journey.

AT CHICAGO.

WITH the continued cold weather the crockery and glass trade are still complaining of the slackness of business in their line. Everywhere the dealers and representatives say that business is about at a standstill. In retail lines the shoppers refuse to come out until the weather improves. The display rooms are practically barren of any buyers.

Paul Fuseline, local manager of the Bawo & Dotter, Ltd., says that his company is doing a fairly good business and all that could be expected with the weather in such a condition as it has been.

Carson, Pirie, Scott & Co., say in regard to business, "Owing to the delayed arrival of spring, business has been slightly retarded."

Mr. George Milligan has returned from a business trip to St. Louis.

Mr. M. J. Geary, manager of the Morimura Bros.,

states that his company is merely resting on its oars awaiting the arrival of their new line of goods from Japan.

The Phoenix Glass Co. reports the sale of a large bill of goods to the Electrical Construction Co., of Springfield, Mo.

The Alvin Mfg. Co. has gotten out a new line of silver deposit glassware that is attracting considerable attention among the local trade.

The J. D. Bergen Cut Glass Co. has received another consignment of cut glass, in which are many new designs. The goods are being displayed at the salesroom in the Silversmith's building.

T. M. Shallenberger has returned from a business trip to Milwaukee where he did a very good business.

George Oliver, buyer for the Frederick & Nelson Co. of Seattle, Wash., called on the trade while in Chicago on his way to New York.

J. F. Schadauer, of Madison, Wis., is in the city buying his spring line of crockery.

The Albert Pick Co., who are among the largest wholesale china and glass people in the country, report that they have been doing a comparatively good business all things considered.

Mr. Dearborn, manager of the china department of Pitkin & Brooks, is of the opinion that the next week will see the buyers in full force.

Earl Newton, of the Economy Tumbler Co., who has been through the State visiting the trade has returned to Chicago.

J. V. Jacobson, the popular representative of several large eastern glass manufacturers, has returned to the city after several days on the road.

C. G. Crane, representative of the Tokito, Ogawa Co., is out of the city on a trip through the Middle West.

Hugh E. King well known to the trade is back in Chicago after a trip through the West and Northwest.

Frank Alexander, formerly with Edward Miller & Co., is now connected with the fixture department of Sears, Roebuck & Co.

R. H. Loosely, president of the Reliance Glass Co., has returned to Chicago from a trip to the factory in Tiffin, Ohio.

The temporary quarters of the Mill & Gardner Co. are fast becoming very popular with the trade. Their line of lamps is one of the largest in the city.

This company has secured the services of Arthur L. Myall, formerly with Hibbard, Spencer & Bartlett.

R. C. Arcus, of Marshall Field & Co., is now visiting the various cut glass factories in the east looking over new lines for the coming season.

F. B. Tinker, with display rooms in the Heyworth building, has this to say in regard to business conditions. "We can't complain about business as we are doing as much as we generally do in the winter and it certainly is winter now. With warmer weather things will brighten up considerably.

W. J. Gahris, president and general manager of the Limoges China Co., Sebring O., called on the local trade during the past week.

Ray J. Morgan, manager of the Chicago office of Rothchild, Myers & Co., is back in Chicago after a short trip through Michigan.

H. A. Marshall, manager of the Chicago office of the Fostoria Glass Co., returned last week from an eastern trip.

IN TOWN

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

A Jasman, c, hf, and J P Averill, t, with Meier & Frank Co, Portland Ore. 31 Union square.

A S Hunter, of A S & T Hunter, hf, Utica, N Y. Holland.

J Reichman, with Feuerborn Toy Co, t, St Louis, Mo. Albert.

J A Keller, with Denholm & McKay Co, hf, t, c Worcester, Mass. 2 Walker.

P Beck, with Baltimore Bargain House, t, c, g, Baltimore. Leonard.

D S Levy, t, C L Melharn, hf, c, with J Goldsmith & Sons Co, toys, Memphis, Tenn. 148 West Twenty-third street.

BUSINESS BRIEFS.

The Dodge Furniture Co., Worcester, Mass., Edwin E. Dodge, Treasurer, reports assets of \$68,119

The Ferdinand Furniture Co., Fitchburg, Mass., George H. Ferdinand, Treasurer, reports assets of \$64,919.

The Barnard, Sumner & Putman Co., Worcester Mass., large buyers of glass, china, and crockery, report assets of \$383,657.

The Standard Gas Mantle Mfg. Co., dealing in

gas and electric portables, etc., have changed organization by admitting to the firm M. Sanfort.

The United States Automatic Lighting Co., dealers in gas and electric portables, 39 Taylor street, Springfield, has retired from active business.

York & Jackson, Portland, have incorporated for \$10,000. Household specialties, etc., constitute their line. Isaac B. Jackson, president, L. M. York, treasurer, both of Portland, Mass.

The partnership of Wallace, Stowers & Co., Clinton, Mass., has been dissolved, W. W. Wallace, of the firm, purchasing the interest of Mr. Stower, henceforth conducting the business alone.

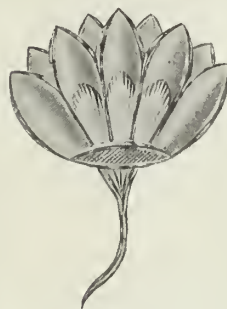
The Summerfield Co., Boston, Mass., have incorporated for \$60,000; dealing in furniture and house furnishings. Another trade corporation in the W. A. Jefts Co., Melrose, Mass., for \$10,000, dealing in kitchen-furnishings, etc. H. P. Worthley, President and Wm. A. Jefts, treasurer.

Schedules in bankruptcy of the Continental Art Glass and Brass Co., show liabilities of \$21,967 and assests \$19,281, consisting of stock and materials, \$2,520; machinery, \$2,700; accounts, \$13,534; note,

THE HERBECK-DEMER COMPANY,

Hallstead, Pa.

Manufacturers of Popular-Price Cut Glass.



THE LOTUS

FLORAL DESIGNS A SPECIALTY.

Sample Saucers, showing floral design and leafwork sent on application. All designs protected.

Superior workmanship at reasonable prices.

LA PORCELAINE LIMOUSINE

P L
LIMOGES
FRANCE

Formerly



M. REDON.

LIMOGES CHINA.

ALFRED G. MOMENT, Agent, 25 W. Broadway, NY.

\$60; gas deposit, \$50; fire insurance, \$50, and cash in bank, \$367. Among the creditors are the Commission Merchants' Association, \$4,500, secured; Broadway Trust Company, \$3,500, part secured, and Arthur Day, Denver, Cal., \$3,725.

It is reported from Washington that Attorney-General Wickersham soon will file a "friendly" suit at Pittsburgh for the dissolution of the Aluminum Co., America, which the Government alleges has a monopoly of the production of aluminum utensils and kitchen ware. An agreement between the officers of the Department of Justice and the company has been tentatively reached providing for the dissolution of the company in compliance with the terms of the Sherman anti-trust law.

POTASH IN MOHAVE DESERT.

A VALUABLE discovery of soluble potash salts has been made in Mohave desert, Southern California, by field representatives of the Bureau of Soils and the Geological Survey. The potash was found in a partially dried up lake. The Government agents who found it declare there are indications of millions of tons of potash. The Government bureaus for some time had sought throughout the country for potash, feeling certain a supply would be found. At present the United States and other nations are almost entirely dependent upon Germany for potash. Disagreement between the German "Potash Trust" and American buyers became the subject of diplomatic exchanges which occupied several years and at one time threatened serious complications.

A FEW men are ruined by great offenses, but most men are sufferers from the effects of petty folly.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—By a New York importing house, a salesman familiar with the china buyers in Chicago and the Middle West. Headquarters to be in Chicago. State salary expected and send references. Address Box 798, this office.

BUSINESS OPPORTUNITIES.

MANUFACTURERS, ATTENTION!—Wanted strong line of dinnerware also blown and pressed glassware for New England. Have established trade with office in Boston. Address Box 766, this office.

AN incorporated company, doing a retail china business in a prosperous manufacturing town within 100 miles of New York, owing to increasing business, require an active man with a little money. Address Box 799, this office.

PUBLIC SALE.

IN pursuance of authority so to do and for the purpose of winding up the affairs of The William Brunt Pottery Company, we will offer for sale at public sale on the premises in the City of East Liverpool, Ohio, at ten o'clock A. M. (legal time) on Tuesday, April 16th, 1912, the pottery plant of The William Brunt Pottery Company, bounded by Walnut, East Third and College Street, in said city, and consisting of the real estate, buildings, machinery and other fixtures appertaining thereto.

Said plant as above described has been appraised at Thirty Thousand Dollars (\$30,000.00) and cannot sell for less than two-thirds of that sum.

We will also offer for sale at public sale at the same time and place, the movable equipment of said plant consisting of saggers, boards, molds, blocks and cases, tools and other appliances.

Terms of sale of plant: Cash preferred, but a reasonable time will be allowed for one-half of the purchase money deferred payments to bear interest at six per cent per annum, and to be secured by first mortgage on said plant. All purchases of movable property shall be paid for in cash at time of sale.

This pottery has been in active operation until quite recently and is in good order and repair. An excellent opportunity is here afforded for anyone desiring to manufacture either white granite semi-porcelain or electric specialties. The pottery is what is known as a seven kiln pottery, having that number of full size ware kilns and other complement of decorating kilns and other requirements.

The undersigned or either of the attorneys named below, will be glad to give any further information upon request. Correspondence is solicited.

WALTER B. HILL,
JASON H. BROOKES,
Attorneys.

H. N. HARKER,
W. L. SMITH,
Trustees.

SITUATIONS WANTED.

CHINA salesman wants position, covering large cities West and Northwest, commencing next July. Thoroughly acquainted with the trade in above territory. Highest references. KINGSTON, 25 West Broadway, Room 45, New York.

WANTED TO RENT.

66 WEST BROADWAY, corner Murray street, an exceptionally good, light salesroom and office, has 755 square feet, steam heat, electric light, passenger and freight elevators. Suitable for the crockery and glassware business. Rent very low. CRUIKSHANK CO., 141 Broadway, New York.

25 WEST BROADWAY, headquarters of the crockery industry. All large, light offices, especially constructed for the display of china, glassware and crockery. Elevator, steam heat. Rents reasonable. CRUIKSHANK CO., 141 Broadway, New York.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

AVENIR LIMOGES CHINA.
F. W. JENKINS & CO.,
24 MURRAY STREET,
Street Floor. New York.

THE EDMONSTON STUDIO,
EAST LIVERPOOL, OHIO.

COMMERCIAL PHOTOGRAPHERS.

Specialists in work on china, domestic pottery, glass (cut, decorated and pressed), enameled ware and brass.

PROMPT SERVICE.

GUARANTEED WORK.

CROCKERY & GLASS JOURNAL

NEW YORK, APRIL 4, 1912

THE CONDITION OF BUSINESS.



This is a week of religious holidays, **New York**, and the effect is distinctly felt all over the city. Fewer vehicles are in the streets, fewer passengers in the transportation lines, and fewer people in the stores. With such conditions, it is hardly necessary to state that business is quiet, and were it not for mail orders and favors sent in by traveling men, very little would be doing. Even on the road the influence of the season is felt and sales have not been very large in any direction.

The Ohio and Mississippi valleys are in a state of flood, almost unprecedented. A long, hard, cold winter has broken up suddenly and the snow is fast disappearing in the North, leaving mud holes in place of roads. All these things conspire against business, but, there is a silver lining to the cloud, in spite of extended strikes, for word comes from the West that the wheat crop promises to be the greatest known.

In the East and South the fruit trees are budding with a promise of a big yield, and in spite of all drawbacks the railroads are reporting increased earnings, and it seems as if people were waiting for real spring weather to start in buying.

While the import business is halted, a slight improvement has been noticed among manufacturers of both pottery and glass—it was not great, but enough to give encouragement. With the passing of this week, there is every probability that an impulse will be given to trade. Small orders, but frequent, may be looked for as buyers have not as a rule bought any too freely so far. With depleting stocks and a necessary demand they will have to replenish from time to time. Travelers ought to pick up a considerable amount of business from their friends who came to New York earlier in the season, and who promised to select from memorandas taken, and give them their business. It may be a hand to mouth policy for some months to come.

If politics has any thing to do with keeping trade

back, the embargo ought to be lifted when the nominations for president are made. When the candidates are selected, the country will know pretty nearly what will be the outcome.

Retail trade as usual during this week of the year is almost nothing. No complaints are heard, however, as the situation is expected. After all the wholesale business is dependent upon what the retailers do, and they have every reason to believe that the consumer will require goods. It is four long years that housekeepers have been curtailing their purchases of crockery and glass. These commodities are fragile, and in time must break. There are no substitutes and eventually the dinner services must be replaced. Giving five years as the life of a dinner set and going back to the fat years preceding 1908, it seems as if it were about time for people to be in the market. It is said of the American people that they are extravagant. Whether this be true or not, one thing is self-evident and that is that they have been economical to a degree in the matter of table furnishings for a very long time. They may have spent money for automobiles, wearing apparel and amusements generally, but evidences are not wanting, that they are tiring of some of these means of spending money, and those that thought they could afford it have bought automobiles to the limit. From all accounts this industry is declining about as rapidly as it advanced, and we are told that sales are falling off to an extent alarming to those who build these machines. It is about time.

In spite of circumstances, we are just optimistic enough to believe that 1912 will be a fairly good year in the end.



With the majority of the western **East Liverpool and Vicinity.** pottery manufacturers trade conditions are admitted to be very good for this season of the year, and also when the condition of the weather has been taken into consideration. There is not a plant in the

district that is complaining. The demand for the better grades of dinnerware continues.

Pittsburgh and Vicinity

It is generally conceded in the glass trade that business has been more or less "spotty" during the last few days. One day orders were good, and the next there was little if anything moving. This refers of course to the lines in general. Tableware is not moving well, while cut goods, especially the light effects are in demand. Lamps are moving good in the south and west, while the tumbler business is holding its own.

AT BOSTON.

JOHN F. CUFFE, of the Boston office of Louis Wolf & Co., has just returned from a three-week's trip throughout New England territory, and found the trade in general to be fairly optimistic, with outlook promising well for future business. Several new lines of imported aluminum ware have been received.

Jordan Marsh Co. are demonstrating a glass fly-trap this week invented by Prof. C. F. Hodge, of Clarke University, with lectures by Prof. Hodge. Chase & Francis, the Boston agents, apprise the writer of a heavy ante-summer demand.

Geo. W. Beals, representing the Quaker City Cut Glass Co., Goodwin & Kintz, etc., is visiting Philadelphia and Baltimore this week, returning the first part of April. Mr. Wellington, salesman, is making short trips through Eastern Massachusetts, with good results attendant.

Charles A. Kaiser, with Morimura Bros., New York, visited the Boston manager, Mr. Weinstein, the first of the week.

J. S. Dawes has just received from the E. H. Sebring China Co., Sebring, O., their new line of dinner shapes, which is richly unique.

C. A. Clarke, road man for Mr. Dawes, has returned from a tour through Connecticut territory, reporting excellent progress. Mr. Dawes leaves Monday for a short visit to Portland.

The trade will be pleased to learn that Edwin J. Tucker, the popular member of the firm of Chase & Francis, has entirely recovered from a three-weeks siege of the Grippe.

F. W. Fisher, with the F. E. Nelson Co., of Manchester, Haverhill and Concord, was in town this

week on the way to Mt. Clemens, Mich., where he will stop for a short period.

Frank D. Stratton, buyer for the Goodell Co. Antrim, N. H., has severed his connection with this firm and is now with Landers, Frary & Clarke New Britain, Conn.

E. N. Wheelock, of Amesbury, was in town this week purchasing extensively for his new crockery and kitchen-furnishings store at Taunton, which will be opened very shortly.

T. A. McNicol, with the Potters' Co-operative Co., East Liverpool, visited the Hub Wednesday.

Charles R. Service, representing Lenox, Inc., of Trenton, arrived in Boston Monday morning with their line of fine china for a brief stay, after which he will enter Western territory for several weeks.

Samuel M. Averill, buyer, lamp department, Jordan Marsh Co., has returned from a trip to Gotham. Mr. Keller, china and toys buyer for Denholm & McKay Co., Worcester, has also returned from the "Greatest City."

Arthur C. Hyslop, formerly buyer for glass and china department of Porteous, Mitchell & Braun Co., Portland, has accepted a position with the Emery, Bird & Thayer Co., Kansas City, as buyer of jewelry and notions.

Geo. K. Marshall, representing The Fostoria Glass Co., is visiting Portland, Bangor, Lewiston and Bath this week. His offices have been completely refitted, and are well-lighted and newly arranged. A new line of decorated lamps is under transportation. Miss Adeline B. Chambers ably manages the sample rooms during his absence.

Albert J. Bates, formerly with the Robert Johns Co., Chicago, and now with the Limoges China Co., of Sebring, O., is making a trip through the Cape with an extensive line of china novelties.

Buyers honoring the Hub this week are: George Alden, Brockton; Mr. Snow, of Provincetown; Albert H. Kenniston, of Boothbay Harbor, Me.; Marion Pickering, of Swampscott; Mr. Hines, Waltham; Mr. Chase with the James Edgar Co., Brockton; Mr. Green, of Lowell; Mr. Fowler, of Beverly; Mr. Thompson, of Brockton; Charles Laviska, the P. B. Magrane Co., Lynn; N. E. Ford, with Chas. F. Wing Co., New Bedford; Frank H. Dunmore, the Sheppard Co., Providence; Francis H. Lampson, Exeter, N. H.; Ernest N. Wheelock, Amesbury; F. W. Fisher, the T. E. Nelson Co. Manchester and Haverhill; William H. Wyatt, Aston, R. I.; Mr. Bouchar, of the Tetu, Bouchar Co., Woonsocket, R. I., and J. C. Smith, of Lawrence.



MERCHANDISE DEPARTMENT.

[This department is started in the interest of buyers who may not be able to get around to all the manufacturers' showrooms, yet are looking for special goods that are bargains. Nothing will appear here that has not some special or attractive feature, the main one being price. The offers will be numbered, and in writing to the "Merchandise Editor" for particulars please quote the number of the item that you are interested in.]

ON SALE.

A 7—130 Large leaded glass domes, electric portables complete and various sizes of smaller leaded glass domes and shades. This is an assortment of manufacturers' samples of more than ordinary merit, and if sold at usual retail price should fetch over \$2,200. The whole assortment is offered at the ridiculous figure of \$350 for cash. f.o.b. New York, package extra. Here is a chance for some enterprising manager of a lamp department to put on a sale of extraordinary values.

A 9—50 electric portables mission style brass frame art glass \$2 15

A 10—50 electric portables mission style brass frame art glass \$2.50.

A 11—50 electric portable mission style brass frame art glass \$3.00

A 9, 10, 11 are good bargains and will be sold in lots of six, as the smallest quantity, until all are cleared out.

A 12—Very Special Offer—puff boxes and hair-receivers in rich cut glass, made by a well-known and reliable firm. Diameter $3\frac{1}{2}$ inches by 3 inches high. Three-buzz, or pin wheel stars, or side, with checkered strawberry, diamond and prism cut, between each star. Large pin wheel star covering the entire top, sixteen-point star on the bottom at \$8 per doz., less ten per cent or 60 cents each. f.o.b. factory; package extra.

A 13—fifty doz. pieces assorted china, including nappies, cups and saucers, from after-dinner coffees, up to extra large size. Also ornamental and useful specialties, at 75 cents per doz. The prices of these are below import prices. Good for bargain-counter sales.

A 18—Special offer of five-inch covered bon bon "Juliet" at \$1.20 each. f.o.b. New York. This is a very attractive piece and is so made that it may be used as two separate bon-bons without covers. Each is packed in a strong cardboard box, which eliminates all risk of breakage in handling

A 19—One of the largest dinnerware houses in the country has an overstock of English bone china tea cups and saucers marked at \$1.75 to \$8.00 per

doz., and in order to reduce the stock will sell. 700 doz., at \$1.50 per doz., assorted. The patterns and decorations are good. The offer is a bargain.

A 20—An exceptionally attractive ten-cent assortment. The smallest is a six-inch flat plate. The following is the make up of the composition. Twelve doz. each seven-inch flat plates, seven-inch deep or soup plates, eight-inch salads, six-inch flat plates, four doz. each 30s bowls and ten-inch cakes, twelve doz. teas and saucers, four doz. each nine-inch dishes, six-inch bakers and 36s jugs. The cost of this assortment for eighty doz. is \$62 60, or equal to 78 $\frac{1}{4}$ cents per doz. A trial order for twenty doz. will be accepted. Twelve fast selling patterns to choose from.

A 21—Here is an opportunity to get in on a big deal. Job lots of vases, first quality. 384 Royal Nipon Porcelain Vases twelve inches high, assorted shapes and decorations, regular values \$1 25 to \$1.75; can be bought for 85 cents each. 48 pieces in a case, nothing less than case lots sold—a big sweep.

A 22—A Japanese Vase Awata Body, twelve inches high, flower and foliage design, grape decoration, very liberally interspersed with gold, a good, big, showy vase. Forty-eight pieces in a case at 60 cents each; twenty-four pieces in a case at 65 cents each. Should easily be retailed at \$1.25.

A 23—An exceptional bargain is offered in new process cutglass, which would yield a good profit and make a good showing for a special \$1.49 sale. Fifty-four pieces of cut glass for \$50, all large pieces, well cut and desirable patterns. The assortment consists of eight-inch Bowls, Mayonnaise, Sugar and Cream sets. Barrels 50 cents f.o.b. factory. Trial order for half the quantity will be accepted.

A 24—Below is a list of the cut glass on hand that a firm wishes to sell quickly and to do so is willing to sell at a sacrifice. It is not damaged in any way, all articles are perfect and lead blanks, but they are crowded and must sell it.

	Spec.	Reg.
150 sets sugar and cream "Yale"	\$1.30	\$1.00
12 three-pint jugs "Fulton"	2 00	1.75
12 " " "Oxford"	2.25	2.00
12 fourteen inch vases "Cornell"	4.00	3.50
5 twelve " "	2.75	2.35
50 ten " "	2.00	1.75
18 eight " "	1 50	1.25
11 twelve " "Ch' b't'm"	6 25	5.50
6 twelve " "Old Irish"	7.00	5.75
5 twelve " "	7.00	5.75
2 fourteen " "Woodland"	5 00	4.00
15 two pint jugs good design	1.75	1.50
10 Unhld six in Nappie "Old Irish"	1.75	1.00
6 eight inch Bowls "Winner"	1 25	1.00

This totals \$530, and is a clear saving of \$113. As a further inducement to anyone to take the whole lot freight charges will be allowed.

The numbers that have been taken out this week have either been sold or options have been given to

prospective purchasers. Buyers, in order to avail themselves of these offers, should lose no time in making applications for data, and thus get the first bid for them.



[MERCHANDISE WANTED.

This week we have received several inquiries for special goods which will be found listed below. Any one, whether subscribers, advertisers or just a plain reader is entitled to put in a bid for any number that he can figure on. There are no strings to this department.

- 19—25 package of ten-cent assortments of dinner-ware, border patterns.
- 20—enquiry for prices on complete lines of art and glazed jardiniers, pedestals, fern-dishes, umbrella stands, cuspidors, etc.
- 21—price of "cheap" ice cream freezers.
- 22—quotations on aluminum cooking utensils
- 23—wanted barrel assortments of housefurnishing novelties.
- 24—prices on jelly tumblers.
- 25—prices on cheap tank glass tumblers.
- 26—prices on glass fruit jars, metal or glass tops.
- 27—prices on light cut glass tableware.
- 28—prices on assorted line of jardiniers and pedestals.
- 29—prices on a quantity of seconds in brown and white cooking ware, such as casseroles, bakers, shirred eggs, etc.
- 36—prices on garden tools.
- 37—We have an inquiry for glass dishes, eight-inch ten-inch twelve-inch, diameter; one and one-half inch, or more deep. The bottom of the dish to be flat and the sides at right angles or nearly so. These are for mounting purposes.
- 38—A manufacturer is looking for a quantity of china or earthenware discs of various sizes for coasters and trays. Send in your bids and quantities at immediate command.
- 39—Electric vacuum cleaners to cost dealer \$25. to \$30. each.
- 40—Cheap line of steins with fancy mottoes.
- 41—Plaster figures, such as busts, Indians, nude figures, animals, etc.
- 42—A large concern wishes to buy fifty ten-inch cut glass trumpet vases for one dollar each. This we realize is a low price, but perhaps some manufacturer may have an overstock and would be glad to convert them into cash.

Since publishing our list last week several of the lines have been filled and therefore withdrawn, others are being considered, but not definitely closed. Those still appearing are yet to be settled and there is time to put in a bid.

KELLEY & STEINMAN FACTORY SOLD.

THE Kelley & Steinman large two story brick cut glass factory, Honesdale, was purchased on Wednesday by the Crystal Cut Glass Co. Possession given immediately. Consideration private.

The Crystal Cut Glass Co. is only four months

old. Since incorporation it has grown rapidly until its present quarters are inadequate for its volume of increased business. Nothing but first-class goods are made, Bawo & Dotter taking the entire output. The concern will start manufacturing May 1st in their new factory. The building is one of the best factories of its kind in Honesdale. It is 136x32 feet, two stories high with basement. The board of directors of the Crystal Cut Glass Company is composed of the following local persons: President and treasurer, Dr. P. B. Peterson; vice-president, Charles P. Schuller; secretary, Benjamin W. Strongman; superintendent, George W. Hessler.

TRADE TIPS.

GEORGE A. ARNER and A. O. C. Ahrendts, of Chester, W. Va., have bought the stock of the George Buxton five and ten-cent store here, for a consideration of \$1,100. The stock was bought in at a bankrupt sale.

Bryan, Tex.—W. A. Withers wants catalogues on domestic pottery, lamps and domestic glassware.

Sedalia, Mo.—H. W. Knight Hardware Co., has started business here and will handle domestic pottery, lamps and glassware.

Temple, Tex.—J. C. McKeehan, of Rosebud, has started in business here and will handle glassware, pottery, housefurnishings and toys.

Crete, Neb.—The Crete Mercantile Co., is enlarging its stocks and is handling domestic pottery and glassware and lamps.

Columbus, Neb.—Johannes & Krumland have dissolved partnership, Mr. Krumland continuing the business. Domestic pottery is to be handled.

Tylertown, Miss.—The P. E. Payne Hardware Co., has been formed with \$10,000 capital. Catalogues of domestic pottery, glassware and lamps are wanted.

Hammond, Wis.—Hanson & Snoeyenbos are adding stocks of domestic pottery and glassware. Catalogues are wanted.

Cuero, Tex.—The J. R. Nagle Hardware Co. are now handling housefurnishings, pottery and glassware.

Campbell, Minn.—Catalogues of glassware and domestic pottery are sought by Neiss, Reyelts & Co.

Lakeview, Mich.—Hyatt & Sons have sold out to Meach & White. Catalogues and price lists of domestic pottery and glassware are wanted.

The New York Crochery and Glass District.

Higgins & Seiter announced in the daily papers on Sunday that they would remove about October 1st to a new store at Nos. 9 and 11 East Thirty-Seventh street. Last December the rumor was prematurely circulated that they were to go uptown and a different address was given. A hitch occurred about the lease and then they secured the location in East Thirty-Seventh street. Work has already been started on the foundation and it will be rushed. They propose to put up a model establishment.

John E. Rohrbeck has removed to 52-54 Grove street, New York, and is making a most extensive line of mirrors and mirror plateaux. He has an up-to-date plant and can execute orders with promptness.

Cox & Lafferty have just received from the Imperial Glass Co. some new samples of "Nucut" glass, which are the best they have ever turned out. The glass itself is much whiter and the cuttings deeper, sharper and more ornate than the earlier samples and the closeness to cut glass is more apparent than ever.

Fred Skelton has taken the New York agency for the Mound City Cut Glass Works, and is showing a most attractive line of light floral cuttings on lead blown glassware. Included in the display are vases, water-jugs, decanters and a complete line of tableware.

Robt. Slimmon & Co. are showing some pretty things from Bourne & Leigh on the "Chealsea" shape, one of the most attractive being the "Kioto" pattern in flow colors. There are both plain prints and illuminated prints. Besides these there are many good designs in still colors, border patterns, white and gold and of course the Nankin blue pattern.

Henry Benedikt does not expect to be able to move into his new quarters before the 15th of the month. Fire-proof walls have to be erected and it is doubtful whether the work will be completed much before the 1st of May. In any event he will move between April 15th and May 1st. Mr. Benedikt

represents the Canonsburg Pottery Co., D. F. Haynes & Son, and the Smith-Phillips China Co., the Hall China Co., Wheeling Decoration Co., and the Genesee Cut Glass Co. Samples of all lines have to be moved, so he has quite a large job on his hands.

Herman C. Kuppper is highly gratified at the success of the new patterns of French china from Chas. Ahrenfeldt, and also with the increasing demand for Schierholz art china. It is a compliment to both lines when year after dealers increase their purchases, which they would not do unless there was merit to the goods.

Thos. G. Jones has leased the front part of the fourth floor of 71-73 Murray street, the new and up-to-date building that has attracted many of the firms in the trade. Mr. Jones will have much more room than in his present quarters, and will move as soon the partitions are finished.

O. De la Croix has leased the showroom, which is soon to be vacated by Thos. G. Jones, on the second floor of the Crochery Exchange building. Mr. De la Croix will move in as soon as the room can be prepared after Mr. Jones gets out, which he expects to do about the 15th of the month.

Bassett's letter writer takes a fling at the strikes now prevalent in so many places and winds up by saying that his firm is on a strike. If interested to know what about read his letter.

Vogt & Dose are a little inconvenienced by changes which the landlord is making in their store. An elevator is to be installed which necessitates shifting their office from the west side of the ware-room to the east side.

All the samples of pressed glassware from the factory of Ripley & Co. are now on display at the showrooms of Malone & Nicholson. An additional room was rented and nicely fitted up to receive the goods upon arrival on Monday last. They make an excellent showing and will be within easy reach of

any one visiting the District, as the showroom is at 32 Park Place, the entrance being just at the foot of the Elevated railway station steps. Malone & Nicholson will control the Metropolitan territory, which includes as far as Paterson, N. J.

Johnson Bros., Hanley, Eng., announce in this week's issue that arrangements had been made to obtain coal from near by collieries, and further, that as soon as the strike was ended they would get supplies and make extra efforts to fill orders.

AT CHICAGO.

WITH the opening up of spring weather the glass and crockery business took a decided increase this week and every one in the trade express satisfaction at the outlook of things. The buyers have been coming in steadily and the dealers have been filling some nice orders. The Palmer House lobby where most of the salesmen stop has the appearance of a glass and crockery convention.

J. V. Jacobson said that things were getting better and better everyday. George Milligan was of the same opinion. William Bartley, Chicago manager for the J. D. Bergen Cut Glass Co., said: "Business is improving every day and prospects are the very brightest."

What is believed to be one of the largest contracts of the month was made last week by the Garden City Cut Glass Co. with the William Wrigley Co., the manufacturers of Spearmint Gum. The Wrigley Co. has installed a premium department of cut glass for their representatives.

T. M. Schollenberger, who handles the Ripley line of cut glass, reports a very good business for the week and says that indications point to an increase in business now that the weather has become settled.

Mrs. N. E. Knapp and Mrs. N. W. Knapp were among the buyers who visited the local trade the past week. Paul Fueslein acted as guide to the two ladies during their stay in the city.

N. Kawin, formerly senior partner of Kawin Bros., of Chicago, has secured control of a number of accounts and will do a general premium business.

The Hotel Equipment Co. which was recently burned out at their display rooms and offices, at 258 Wabash avenue is now located at 316 Wabash avenue. Mr. Ackerman, of the company, reports that their recent loss was fully covered by insurance.

S. P. Arnold, with Fondeville & Van Iderstine,

of New York, has opened up his line at the La Salle hotel where he will be for several days.

George E. Orr, who has operated a jobbing business in Chicago, is reported as having accepted a position with Burley & Tyrell.

Frank Wilson, of the George H. Bowman Co., has opened display rooms on the sixth floor of the Palmer House.

Another well known salesman in cut glass lines, F. Senior Pickles, of the Buffalo Cut Glass Co., has arrived in Chicago and is showing his line at the Palmer House. Mr. Pickles says he has more than the reported "57 varieties" of samples and, a glance at his displays of goods proves this.

Mr. Briggs, of the United Silver and Metal Co., was a Chicago visitor during the week on business connected with his firm. While here Mr. Briggs made arrangements with George W. Milligan to carry a stock line for them.

H. S. Anderson, who has been with the Pittsburgh Lamp, Brass and Glass Co., has resigned his position with that firm to engage in the specialty selling business.

A joint meeting of the fixture and glass men of Chicago was held at the Union Cafe on March 25 and was attended by the majority of the glass men in the city. It is the intention of these men to form an association which will meet regularly and discuss topics that are of interest to the trade. The next meeting is scheduled to be held at the Union Cafe on the afternoon of April 4th. William Webster is the instigator of the affairs and to him is due the credit for the success of the affairs.

Phillip Elwell, who has been connected with the Art Metal Co., as their Chicago manager, has resigned his position with that firm and has gone in business for himself.

AT PITTSBURGH.

WATSON W. LANG, manager of the Pittsburgh branch of Kinney & Levan, spent last week in Cleveland, and before he left announced that the Cleveland office had let the contract for the construction of its new six-story business block in that city. It is planned to make this building the most modern retail china and glass store in the United States, and it will be located in the heart of the new business district.

B. C. Miller, representing Koch & Co., of Baltimore, was at the Colonial-Annex last week. He de-

clared that the volume of business was far in advance of the orders booked for the same period last year.

* *

Charles Ellis was at the Colonial showing the china and aluminum lines of the George H. Bowman & Co., of Cleveland.

* *

All the new sample lines have been placed on display at the local showrooms of Bawo & Dotter, Ltd., which are in charge of A. Herr. The new cut glass lines are quite in advance of anything heretofore shown here.

BUSINESS BRIEFS.

The Atherton Furniture Co. of Brockton, Mass., L. B. Atherton, treasurer, reports assets of \$208,584.

The Comstock-Willet Co., Bridgeport, Mass., dealing in fancy novelties, crockery, etc., has incorporated for \$150,000.

The Chilmark China Clay Corporation, Arthur Pervin, treasurer, reports assets of \$47,248, of which \$16,500 are royalties.

Avery, Woodbury Co., Milford, Mass., report assets of \$61,911. C. F. Sturdy is the treasurer. Crockery, etc., is handled by this firm.

Thos. Shotton, Brooklyn, N. Y., had a strike on his hands this week, involving 500 men, but on Thursday there was every prospect of an adjustment.

James M. K. Southwick Co., Newport, Mass., handling kitchen furnishings, hardware, etc., has been incorporated for \$30,000. Directors, M. A. Southwick, Edwin S. Burdick and Arthur L. Slocum, all of Newport.

A petition in bankruptcy has been filed against Moses Rapoport, dealer in housefurnishing goods. Mr. Epstein said that the liabilities are \$30,000 and assets about \$10,000. Judge Mayer appointed Robert S. Conklin receiver, with a bond of \$10,000.

FACTORS IN FOREIGN TRADE.

THE Bureau of Manufactures now has in press a bulletin that will no doubt find a permanent place on the desk of every manufacturer interested in foreign trade. In its fifty-six pages will be found answers to questions asked by every manufacturer sending out trade literature or opening correspondence with foreign firms. What language is it best to use? In what currency and what weights and measures should prices be quoted? What postage should be placed on the catalogue or the letter?

Can I prepay a reply from the prospective customer? Is there a parcels post?

The bulletin answers these and other questions for each country in a concise manner, the reader can put his fingers on the information sought without hunting through a mass of detail that he does not want. Supplementing these statements are tables for converting the money of foreign countries into that of the United States; also a comparison of prices for countries in which both the monetary unit and the units of weight and measure differ from those used in the United States. For example, the latter tables show the reader at a glance what is the comparative price per meter in Mexican currency of a cloth quoted at fifty cents per yard in United States currency; or the per pound in United States money of an article quoted at thirty francs per kilo in French currency.

Currency conversion tables and price comparisons are given for over thirty countries. Foreign postage rates and the parcels-post regulations are summarized, and a list is given of the countries in which international reply coupons are valid.

Copies of the bulletin which is entitled "Factors in Foreign Trade" will be available for distribution at an early date, and those desiring it should make application to the Bureau of Manufactures, Department of Commerce and Labor.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Mar. 16, '12	Correspond- ing period 1911	Exports Jan. 1 to Mar. 16, '12	Correspond ing period 1911
Boston.....	207	219	1688	1835
New York.....	121	150	1400	2074
Baltimore.....	176	119	1988	2473
Philadelphia....	165	180	720	1110
New Orleans....	2	....	185	245
Newport News...	14	51	45	26
San Francisco ..	29	....	316	18
Portland (Me.)...	....	....	367	434
Galveston.....	55	6	147	361
Portland (Or.)...	....	....	37	....
Inland Points...	4	148	137	537
Total..	773	873	7030	9113

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Mar. 16, '12	Correspond- ing period 1911	Exports Jan. 1 to Mar. 16, '12	Correspond ing period 1911
New York.....	120	145	1476	1937
Boston.....	207	219	1688	1772
Philadelphia....	165	80	720	1049
Baltimore.....	176	119	1988	2468
San Francisco ..	29	....	316	18
New Orleans....	2	....	188	194
Portland (Me.)...	....	....	392	302
Galveston.....	55	6	147	361
Newport News...	14	....	45	26
Portland (Or.)...	....	....	37	....
Inland Points ..	5	56	154	165
Total	773	625	7151	8202

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp,
Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday

BY

WHITEMORE & JAKUES, Inc.,

92 West Broadway, New York.

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Make all checks and drafts payable to Whittemore & Jacques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 4 1912.

ATTRACTING ATTENTION.

DURING the past week the "Merchandise Department" has attracted much attention throughout the trade, many buyers have written in to inquire about the special lines offered, and samples have been submitted for decisions, others have purchased lines outright. As time goes by and the buyers become more familiar with the new departure, much more business will result. The success attending it in its initial stage has been phenomenal. If the manufacturers and their agents wish to avail themselves of the advantages this column offers, all they have to do is to send in particulars of offers. No charge is made for publication and no commissions for sales resulting from this publicity are required.

This is simply another proof of the up to date methods of the "JOURNAL" and an emphasis of the fact that it is always first in the field to render real services to its advertisers and subscribers.

To buyers we wish to state, that as they are our subscribers we are desirous of being particularly serviceable to them, and if they will send in particulars of their special requirements, and dates that they are going to hold special sales, we venture to proclaim that we can help a good deal.

This week's offerings show several items worth investigating. A postal card or telephone message regarding any particular number that interests you will be sufficient, so that we can immediately put you in touch with the firm making the offer.

PERSONAL.

ONE of the first of the travelers to return from the West this season was Ernest D. Wetton, with C. Dorflinger & Sons, who came in on Saturday. He says traveling conditions were the worst he ever saw. Storm after storm covered the country, all trains were behind time, and in some sections, not a wheel turned on the railroads for five days. He was ten hours late getting to St. Louis from Memphis and an hour and a half more getting to the hotel from the bridge station.



J. W. Fedder of Corning, N. Y., who runs a general housefurnishing store, was in town this week replenishing his supply of crockery and glassware.



Miss S. F. Beatty, of the little shop and tea room, Ossining on Hudson, was buying glass and fine china specialties this week in the city. Her store, which is "at the sign of the lantern," is on the old Post road, and directly in the path of all touring automobiles. The tourists stop off for tea and refreshments and hardly ever leave without buying some little souvenir, to remind them of their pleasant visit.



William Otten was busy during the week making way for the new lamps sent in by the Fostoria Glass Co., to John Nixon's showroom.



Fred Skelton started on Monday evening for a visit to the various factories he represents, making his first stop at the Beaver Valley Glass Co., Rochester, Pa. He will be away for a week or ten days.



Winslow Goodwin, of the Goodwin & Kintz Co., Winstead, Conn., was in the District on Monday and Tuesday to attend to one or two special matters. His factory is very busy, the new lines finding favor with the buyers.



Leon Sultan, with L. Straus & Sons, left this week for a trip which will take him as far South as Richmond, Va., and West to the westerly end of Pennsylvania. He expects to be gone about three weeks.



Ernest Wolf, with Geo. H. Bowman Co., left this week for his regular Western trip. His first stop will be Cleveland, then on to Chicago and other points.



C. E. Jackson, of the Warwick China Co., spent a little time in New York last week at the company's new wareroom in the Fifth avenue building.



Chas. Reizenstein & Son, Pittsburgh, Pa., have leased the store adjoining their present quarters, thus doubling their capacity on Sixth ave., and have given up their wareroom on Liberty ave. It will be

remembered that a few months ago it was proposed to erect a hotel on Sixth ave., and it was rumored that the tenants on that block would have to move. The hotel project has been abandoned for the present at least and Mr. Reizenstein will remain and will enlarge his premises.

A. L. Gump, of S. & G. Gump, San Francisco, was placing orders in the District this week. He will sail for Europe on the Princi Wilhelm, April 11, accompanied by Chas. Hass.

Chas. Kaizer, with Morimura Bros., is in Boston this week. Early next week he will leave that city for Philadelphia.

Crawford M. James, with T. M. James & Son, Kansas City, Mo., is in the city. He brought word that H. A. Magee, who had been with the house for more than thirty-five years, died early in the month.

Guy S. Jenkins came home last week after making a trip with samples of Wm. Guerin & Co.'s lines and left on Monday with a complete change of samples, taking this time the Pouyat lines.

Victor G. Wicke, of the Imperial Glass Co., was in the city most of the week, in conference with Cox & Lafferty, who represent the factory.

Percy N. Leyland, who has been visiting this country in the interest of J. & G. Meakin, Hanley, Eng., sailed for home Wednesday morning. His pleasing personality has made many friends for him who will be glad to see him when he comes back next August.

James D. Wilson, of the Tarentum Glass Co., hurried to New York as soon as he learned of the death of Daniel R. Marshall. He was not able to get here in time for the funeral, but met the family at the Grand Central station as they were on the way to New Hampshire.

Wm. F. Rood, who has been nine years with the Tarentum Glass Co., as assistant to D. R. Marshall, has been appointed as his successor for the Metropolitan District. Who will take the New England territory, has not yet been announced.

A. H. Ledden paid his usual visit to Philadelphia on Monday and found all the buyers feeling good over business prospects. They supported their opinions with good orders for china and cooking ware.

A. Jasman, of Meier & Frank Co., Portland, Ore., spent a few days this week in the crockery and glass District, on his return trip from Europe.

George Hamilton is on the road this week visit

ing his trade in Bridgeport, New Haven and New London. Next week he will take in New York State and then on through his Western territory.

George J. Higginson starts on his Southern trip for Johnson Bros. on Saturday next. He is expecting to do a good business this journey and is feeling good at the prospect.

Wm. M. Warrin has returned to his desk again, both looking and feeling well. His rest has materially benefited him, and to use his own words he is "quite chipper and fit for all the work that the buyers will give him."

Mr. Graves, the new buyer for the Murray-Kay Co., Toronto, Can., left for home on Wednesday evening. Although Mr. Graves is a New Yorker he is very fond of Toronto.

Wm. W. Covell, son of W. K. Covell, of Newport, R. I., was in the District this week buying for his father's store. He placed orders liberally in preparation for a good season's trade, which he confidently expects. He is staying at the Murray Hill Hotel.

Geo. B. Jones, New York, representative of Johnson Bros., Hanley, Eng., left this week for the West. Before his departure he received word from the pottery that arrangements had been made for a supply of coal and special efforts would be devoted to hasten shipments.

M. Schroeder, buyer for the crockery and glass department of Munger & Long, Camden, N. J., has wonderfully improved his department and much credit is due him for the increased business and enlarged profits.

From the crockery trade to the drug business is a far cry, but that is the way that J. M. Gosgrove, who is well known as southern representative of Maddock & Miller, has gone.

Leroy H. Ince, with Frank M. Miller, is mourning the loss of his brother who died last week. He was a newspaper man in Portland, Me.

Among those intown the past week were C E Johnstone, Youngstown, O; W W Dodge, Albany, N Y; H E Kline, Lancaster, Pa; G J Kaula, Portsmouth, O; N C Myers, Youngstown, O, and C R Kenniff, San Francisco.

RELIEF FUND FOR ENGLISH POTTERS.

MESSRS. WEDGWOOD & SONS, of 25 West Broadway, have been successful in getting up a small fund among the English Importers and friends for the relief of sufferers in the English pot-

teries occasioned by the coal strike. A sum of \$600 was cabled by K. L. Wedgwood on Tuesday to the Mayor of Stoke-on-Trent. Some of the contributors, are as follows: L. Straus & Sons, Hugh C. Edmiston, John Davison, E. J. Ridgway, Josiah Wedgwood & Sons, Maddock & Miller, Geo. F. Bassett & Co., John Flint, W. S. Pitcairn, Edward Boote, Geo. B. Jones and Furnivals, Ltd. Should any sympathizer wish to make further contributions, please communicate with Kennard L. Wedgwood, 25 West Broadway.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending April 2, 1912.

ANTWERP

102	packages glassware.....	B Gunthel
26	" "	Graham & Zenger
3	" "	Miscellaneous Orders
4	" earthenware.....	L Straus & Sons
47	" "	Koscherak Bros
83	" "	G F Bassett & Co
144	" "	Miscellaneous Orders
3	" toys.....	Strobel & Wilken Co

BREMEN

6	packages glassware	Fensterer & Ruhe
2	" "	Geo Borgfeldt & Co
2	" "	Samstag & Hilder Bros
1	" "	A Steinhart & Bro
64	" "	J H Venon
17	" "	L Straus & Sons
548	" "	Miscellaneous Orders
62	" chinaware.....	Strobel & Wilken Co
37	" earthenware.....	Geo Borgfeldt & Co
1	" "	Lazarus & Rosenfeld
58	" "	Karl Hutter
40	" "	Knauth, Nachod & Kuhne
1	" "	Bawo & Dotter
5	" "	J Wygand & Co
121	" "	Miscellaneous Orders
114	" toys.....	Geo Borgfeldt & Co
9	" "	Samstag & Hilder Bros
10	" "	F A O Schwartz
180	" "	F W Woolworth & Co
6	" "	A Steinhart & Bro
63	" "	Strobel & Wilken Co
251	" "	Miscellaneous Orders

COPENHAGEN

11	packages chinaware.....	Royal Copenhagen Porcelain Co
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FIUME

7	packages asbestos.....	Strobel & Wilken Co
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LIVERPOOL

7	packages toys.....	Strobel & Wilken Co
11	" glassware.....	W S Pitcairn
2	" "	W H Plummer
11	" earthenware	Geo Borgfeldt & Co
85	" "	Maddock & Miller
2	" "	Fondeville & Van Iderstine
20	" "	George Hamilton
10	" "	G F Bassett & Co
8	" "	R Slimmon & Co
22	" "	H C Edmiston
29	" "	Miscellaneous Orders

HAVRE

8	packages chinaware.....	Haviland & Co
20	" "	L Straus & Sons
9	" "	Bawo & Dotter
18	" "	Vogt & Dose
51	" "	Miscellaneous Orders

LIMOGES

96	packages chinaware.....	Theodore Haviland & Co
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HAMBURG

8	packages glassware	J Palme
5	" "	Frank & Co
5	" "	Brown Bros
6	" "	Lazarus & Rosenfeld
4	" "	Herman C Kupper
16	" "	Fensterer & Ruhe
11	" "	H Endemann
4	" "	Strobel & Wilken Co
318	" "	Miscellaneous Orders
20	" earthenware	Bawo & Dotter
5	" "	N Wapler
30	" "	L D Bloch & Co
5	" "	Koscherak Bros
8	" "	O Goetz
4	" "	L Straus & Sons
9	" "	Geo Borgfeldt & Co
189	" "	Miscellaneous Orders
23	" chinaware.....	Bawo & Dotter
132	" "	Strobel & Wilken Co
7	" toys.....	B Ilfelder
21	" "	Samstag & Hilder Bros
17	" "	G W Travers
9	" "	Knauth, Nachod & Kuhne
4	" "	A Steinhart & Bro
24	" "	Strobel & Wilken Co
169	" "	Miscellaneous Orders

LONDON

14	packages chinaware.....	J H Venon
23	" "	H Creange
4	" "	Bawo & Dotter
20	" "	A G Moment
81	" "	Miscellaneous Orders
4	" toys.....	Geo Borgfeldt & Co
1	" "	F A O Schwartz
7	" "	Strobel & Wilken Co

ROTTERDAM

2	packages earthenware	Geo Borgfeldt & Co
21	" "	Lazarus & Rosenfeld
9	" "	Miscellaneous Orders
81	" toys.....	B Ilfelder & Co
26	" "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

80	packages earthenware.....	Jones, McDuffee & Stratton Co
17	" "	Mitchell, Woodbury Co
4	" "	Geo Borgfeldt & Co
3	" "	Richard Briggs Co
1	" "	Miscellaneous Orders

ROTTERDAM

115	packages earthenware.....	First National Bank
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MAY-WINE BOWL AND GLASSES AT E. R. THIELER'S

Among the Potteries

East and West

East Liverpool and vicinity. For the first time in their history, the Potters Co operative Co. has entered the New York market with their complete line, this

being announced after the large line of samples of this concern were placed in charge of Cox & Lafferty. "It is our intention to make the new York display as extensive as we have at the factory, and every new piece that is placed in our home sample room will be duplicated in there," declared sales manager T. A. McNicol upon his recent return from New York. W. C. Browne is now working the western route and will travel the northwestern territory.

All salesmen of the Knowles, Taylor & Knowles Co. are now on the road, and it is said at the offices of this well known concern that 1912 is proving to be a great dinnerware season. This large plant is operating to its capacity. E. M. Knowles, of this company, returned to his desk this week.

Frank I. Simmers, of the Hall China Co., returned home this week after making a circuit of the western and eastern territory.

Individuality of patterns, crests and designs which are being featured by the Mayer China Co., of Beaver Falls, Pa., are proving their worth. Unlike other pottery manufacturers, no open stock patterns are kept at the Mayer plant. Designs are submitted to prospective buyers through jobbers, and in this manner the buyer always is in a position to procure a treatment that is "his own." Recently the company placed a number of new color treatments on the market that have never before been attempted by American pottery manufacturers. The added features are meeting with success.

New treatments on a line of ice cream sundaes and plates to match are being shown by the Globe Pottery Co., this specialty just being added to the line. Misfortune overtook several officials of this company last week, when J. N. Larkin, credit man, suffered an operation for appendicitis and general superinten-

dent Harry Horwell was compelled to take his bed being threatened with pneumonia.

It is reported in the district that ere long the receivership of the American China Co., of Toronto, O., will be discharged, and the company placed on as sound a footing as ever.

John P. Hackenburg, of Milton, Pa., a well known jobber was in the district this week placing orders for immediate delivery.

Charles C. Ashbaugh, sales manager of the West End Pottery Co., has returned to his desk after a brief western business trip.

The commercial photograph studio of R. L. Edmonston of this city has been sold to the Edmonston Studio Co. and is now under the management of Harry Edgecombe, a well known commercial photographer. The new firm is making a specialty of photographs of cut glass, pottery, china, lamps, brass goods and enameled ware.

The demand for the "Princess" plain dinner shape of the Smith-Phillips China Co., continues as strong as ever. Edward A. Crawford, manager of the decorating department is now engaged in getting out new treatments for the July line, and these will be finally selected within another month or so.

Another clay industry is to be located here through the efforts of the the local Board of Trade, of which T. V. Milligan is president. The Pittsburgh Tile and Mfg. Co. is to build a plant here, of which E. P. Lippencott, of Pittsburgh, is president.

Percy Speakman, for many years known here as a "decal" salesman, has left for Winnipeg, Can., where on April 1 he became associated with Porter & Co., importers of that city, as a salesman.

While considerable talk has been heard about the coal strike, the manufacturing potters who use coal for fuel in the western territory are in very good

shape. Large supplies have been laid in, and this will enable the plants to operate for thirty days.

* *

J. R. Shawke of this city has started the manufacturing of all kinds of steel potters tools.

* *

Fire Sunday night caused some slight damage in the jigger shop of the D. E. McNicol pottery, but within half an hour it was "all over". Wednesday morning repairs had been finished. Not a shipment has been missed.



The Gates Pottery Co. has completed the installation of a large exhibit of Teco Pottery in the show-rooms of Maxwell & Berlet, Philadelphia.



Pottery manufacturers in this district are feeling the serious effects of a car shortage. It is really a difficult matter to get all the transportation facilities which are required.

* *

The new Brush-McCoy Pottery Co. are constructing another thirty foot kiln at their No. 2 plant in Roseville. Within a few days a number of new lines will be placed on the market, and the first samples will be forwarded to all resident sample rooms.

* *

George Sebring, formerly owner of the Oliver China Co., at Sebring Co., has purchased a 7,000 acre tract of land in Florida which included two lakes, and the land bordering on Lake Jackson. The new town is to be called Sebring, and the land is said to be adapted to orange growing and truck farming. A railroad is now being constructed to the property.

SAN FRANCISCO AND THE COAST.

THE crockery and glass wholesalers report a brisk business the past week. Trade has shown a vitality which has not been noticed since the first of the year. Many buyers have visited the sample rooms and their buying has been quite liberal. The retailers are featuring Easter goods, both novelties and regular table service, and much interest is being manifested on the part of the public in the displays.

The Nathan-Dohrmann Co. have one room devoted entirely to an Easter display, which is one of the most elaborate ever shown in this city.

Marsh & Kidd are in receipt of a large shipment of samples of gas and electric shades from the Wellington Glass Co., Cumberland, Md., which embrace many new designs in color effects and shapes.

J. L. Kranbach has just returned to headquarters

at 718 Mission street, from a trip in southern California and the San Joaquin valley. He reports that merchants in those districts are buying more freely since the rains.

B. F. Heastand expects samples of the Fostoria Glass Co.'s new line of silver deposit ware with rock crystal decoration.

Geo. W. Clark, representing the Homer Laughlin China Co., is again visiting the Pacific Coast. This week he is registered at the St. Francis.

F. Dohrman, Sr., plans a trip to Los Angeles the latter part of week. He along with about twenty others are going down on a special train Friday evening to attend the convention of the Pacific Coast Gold and Silversmiths Association, which takes place there on Saturday and Sunday. A banquet is scheduled for Saturday evening and automobile tours for the next day.

A. L. Conger, of the A. L. Conger Co., is this week visiting the northern coast towns.

Charles Brown & Sons have furnished the popular and well-known Poodle Dog Restaurant of Bergez & Franks of this city with regular dinner service and a gold banquet set.

Himmelstern Bros. report a very good business in the Pope-Gosser dinnerware, especially in that company's "Louvre" white quality, and also in a new cut glass pattern which they are carrying—a hob nail effect with satin finish.

Among the buyers in town the past week were: Fred Wash, of the Pasadena Grocery Co.; Chas. Bills, Oroville; H. H. Bates, of the H. Graff Co., Fresno; Will Holland, of Holland & Holland, Fresno; Mrs. Bertha Muger, of the Turner Hardware and Implement Co., Modesto; G. H. Altenhoff, Stockton; Ed. Vadney, of Vadney Tea Co., Chico; Cliff Archer, of Gray, Reid Wright & Co., Reno, Nev.; Frank Taylor, of Taylor's Tea and Coffee House, Nevada City, and A. Herries, of Hocheimer & Co., Bakerfield.

Too Late for Classification

FOR SALE.

EXCELLENT BUSINESS OPPORTUNITY.—Four Kiln Pottery Plant, in the East. Brick buildings, steam heat, gas and electric light. Fully equipped with machinery, stock of clays, etc., moulds for general ware line, decorating shop, kilns and material; everything complete for first-class plant, well arranged for efficiency and economy of operation. Good shipping facilities by rail and water to all points. Can be developed into good-paying proposition on tableware lines at small expense, or adapted to sanitary or electrical specialties at small cost. Plant can be put in operation at once. Now has valuable good will and established trade throughout the entire east and south and large local trade. Open for a proposition to either sell complete, rent or take stock in new company. Terms will be reasonable to the right party in either case. Complete description furnished on request, or plant can be inspected at any time upon application to Box 800, this office.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. What is admitted to be the best line of glassware ever brought out by the Pittsburgh Lamp, Brass and Glass Co., is that now being

shown, and which is lead by their new "Havana" glass. This is an amber lead glass lighting line, and is to be had in a great variety of shapes. Among the newer effects in this line are numbered the "Havana" etched, crystal striped, straw roughed inside, and their new Sheffield line. A general new line of domes, which possess new scenic treatments is also being shown here, and samples have been forwarded to all resident sample rooms. One new treatment, which show a Roman chariot scene is especially attractive. Among the new creations in the oil lamp line is an ivory and ruby effect. The demand for the "Success" line of lamps is the heaviest the firm has ever experienced. H. J. Fell has left for the southern territory with a full line.

Robert Kearns has become identified with the local office of Bawo & Dotter, Ltd., as assistant to manager A. Herr.

Information is had in this district that a new centre-draft lamp has been invented by a Pittsburgh mold maker, and that it will be made at an early date by an Indiana glass manufacturer. The deal for the making of the lamp is now pending.

The "De Luxe" is the name of a new etched line of blown and stemware which has just been placed on the market by the United States Glass Co. The treatment is a combination floral and border effect and on an optic background. This company is showing a longer line of etched patterns than ever this season.

Construction of an additional furnace has been started at the Charleroi plant of the Macbeth-Evans Glass Co., which will greatly increase the capacity of that plant.

The L. E. Smith Glass Co., of Mt. Pleasant, Pa., in presenting the trade with a sanitary butter container, capable of holding a pound print of butter, and at a popular price, has created a large volume of

orders. The container is being packed six dozen to the barrel, and it is coming to that season of the year where dealers will find it an excellent special.

Some of the tumbler manufacturers admit that they are crowded with orders, and that business is exceeding capacity. On the other hand, there are several tumbler factories which could take care of more orders promptly without crowding themselves. As one manufacturer said: "The supply of tumblers, both blown and pressed, exceeds the demand. There are more manufacturers in this line now than ever, with the result that the market is loaded".

The partnership which has existed between Frey & Megahan, and who had sample rooms in the New Jenkins Arcade building, has been dissolved. Mr. Megahan, who was formerly buyer for the Keech & Pickering houses here, has withdrawn from the firm. Mr. Frey will continue his location in the Arcade.

The Royal Lamp Co. is a new concern starting in business at Cleveland, O., according to word received by the trade here, and which has been chartered with \$25,000 capital stock. N. F. Woods and S. M. Parks are at the head of the new concern.

Lamp manufacturers here have been advised that the Lindholm Furniture Co., of Sioux City, Ia., are in the market for brass lamps.

The season is about open for large purchases of souvenir glass specialties, for within eight weeks the summer resort and park seasons will throw open their gates. Early inquiries are numerous, and indications are that the orders for the early part of the year will be heavy.



Bids are being received by the Follansbee, Jefferson Glass Co. for the construction of the big addition which is to be made to their plant, and it is

expected that the contract for the work will be let within a few days.

TO OUR CUSTOMERS.

Arrangements have been made for coal delivery from "nearby" collieries on first supply from the mines.

Our many ovens and kilns will be in operation within a very short time from settlement of the strike, and extra efforts made to renew shipments at the earliest possible day.

JOHNSON BROTHERS (HANLEY) Ltd.
ENGLAND.

THE HERBECK-DEMER COMPANY,

Hallstead, Pa.

Manufacturers of Popular-Price Cut Glass.



THE LOTUS

We produce a variety of old style miter designs besides our many floral patterns.

The latest in Bonbonnières at very attractive prices.

Large variety in vases.

LA PORCELAINE LIMOUSINE

P L
LIMOGES
FRANCE

Formerly



M. REDON.

LIMOGES CHINA.

ALFRED G. MOMENT, Agent, 25 W. Broadway, NY.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

PUBLIC SALE.

IN pursuance of authority so to do and for the purpose of winding up the affairs of The William Brunt Pottery Company, we will offer for sale at public sale on the premises in the City of East Liverpool, Ohio, at ten o'clock A. M. (legal time) on Tuesday, April 16th, 1912, the pottery plant of The William Brunt Pottery Company, bounded by Walnut, East Third and College Street, in said city, and consisting of the real estate, buildings, machinery and other fixtures appertaining thereto.

Said plant as above described has been appraised at Thirty Thousand Dollars (\$30,000.00) and cannot sell for less than two-thirds of that sum.

We will also offer for sale at public sale at the same time and place, the movable equipment of said plant consisting of saggars, boards, molds, blocks and cases, tools and other appliances.

Terms of sale of plant: Cash preferred; but a reasonable time will be allowed for one-half of the purchase money; deferred payments to bear interest at six per cent per annum, and to be secured by first mortgage on said plant. All purchases of movable property shall be paid for in cash at time of sale.

This pottery has been in active operation until quite recently and is in good order and repair. An excellent opportunity is here afforded for anyone desiring to manufacture either white granite semi-porcelain or electric specialties. The pottery is what is known as a seven kiln pottery, having that number of full size ware kilns and other complement of decorating kilns and other requirements.

The undersigned or either of the attorneys named below, will be glad to give any further information upon request. Correspondence is solicited.

WALTER B. HILL,
JASON H. BROOKES,
Attorneys.

H. N. HARKER,
W. L. SMITH,
Trustees.

SITUATIONS WANTED.

CHINA salesman wants position, covering large cities West and Northwest, commencing next July. Thoroughly acquainted with the trade in above territory. Highest references. KINGSTON, 25 West Broadway, Room 45, New York.

BUSINESS OPPORTUNITIES.

AN incorporated company, doing a retail china business in a prosperous manufacturing town within 100 miles of New York, owing to increasing business, require an active man with a little money. Address Box 799, this office.

WANTED TO RENT.

66 WEST BROADWAY, corner Murray street, an exceptionally good, light salesroom and office, has 755 square feet, steam heat, electric light, passenger and freight elevators. Suitable for the crockery and glassware business. Rent very low. CRUIKSHANK Co., 141 Broadway, New York.

25 WEST BROADWAY, headquarters of the crockery industry. All large, light offices, especially constructed for the display of china, glassware and crockery. Elevator, steam heat. Rents reasonable. CRUIKSHANK Co., 141 Broadway, New York.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

THE EDMONSTON STUDIO,
EAST LIVERPOOL, OHIO.

COMMERCIAL PHOTOGRAPHERS.

Specialists in work on china, domestic pottery, glass (cut, decorated and pressed), enameled ware and brass.

PROMPT SERVICE.

GUARANTEED WORK.

CROCKERY & GLASS JOURNAL

NEW YORK, APRIL 11, 1912.

THE CONDITION OF BUSINESS.



New York If the saying is true, that Wall street discounts the future, we are apparently on the eve of a wave of prosperity. As was mentioned in this column two weeks ago, the stock market began to boom and broadened as it advanced. This is continued up to this writing, and a lot of money has been made in the street.

Reports from the West are that fine weather has stimulated buying; from the south that business is good in some sections, and since Easter there has been an increase of business in the Eastern and Middle States. While the business in the crockery line is not all that could be desired at the moment, if other people make money, it is only a question of a short time when they too will begin to feel the relief from the oppression of the last two or three years.

The strikes are not pleasant to contemplate. The English coal strike is over, but we have to face some of the same conditions in this country which England has just passed through. The situation is not as acute, but it is not agreeable to think of.

The Textile industry is still suffering, but they must sooner or later solve their difficulties. With this trouble out of the way, business will assume a brighter aspect. Evidences of returning prosperity are seen in the shortage of cars for moving freights, and the increased earnings of railroads, and the general feeling of returning confidences.

Reports from the factories making earthenware and glass are to the effect that orders have improved materially within the week. Not as much can be said regarding imported wares, although travelers in some sections have done fairly well.

Retail trade has not been any too good, although where special inducements have been offered, the consumers have responded fairly well. It was expected that this week would show some good trade, but again the weather has interfered. After a

Sunday of almost summer warmth, came a cold spell with flurries of snow, and it is a fact that when a bright warm day does come, it brings people out to buy and as soon as the weather is definitely settled, the retailers will reap the benefit.

What other trades are doing interest the crockery man, because it gives him some idea of what he may expect, sooner or later, in his own line. It is gratifying then to know that the dry goods people are busy and getting busier every day, particularly those who handle cotton goods, even in face of a substantial advance. The hardware men are busy, those dealing in garden tools having plenty to do. The Millinery trade was exceptionally big before Easter, and still keeps on. In fact nearly every commodity is having a better demand than it had a month ago, so there is hope for the china and glass men.



Pittsburgh and Vicinity. There has been an improvement in the glass business during the last week, the few days of sunshine being reflected on the manufac-

turers' order books by the increased volume of retail trade. However, the market is still considered rather "tight" in some localities. Light cut tumblers are having a good sale, while the demand for cut glassware is said to be increasing, a considerable amount of business on this line being in anticipation. Packers ware is selling strong.



East Liverpool and Vicinity.

Pottery manufacturers in his locality admit that trade conditions are good, and that the last fortnight has brought forward a lot of new business. The production of the western district is about up to normal. Potters are working about to capacity in almost every instance, although greater exertion is noted in getting out after orders.

IN TOWN

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- T Barker, R H White Co, hf, Boston. 41 Union Square.
 W C MacMillan, with Stewart & Co. c,g, Baltimore. 214 Church st.
 H H Griggs, of Scott, Griggs Co, hf,c, Cleveland. 4 West Twenty second st.
 J R Irwin, with Emery, Bird, Thayer D G Co, c,g, Kansas City, Mo. New Grand.
 D Gradwhol, with E Weil & Co, t, San Francisco. 15 East Twenty-sixth street.
 E S Diller, with within Field, Marshall & Co, t, Chicago. 104 Worth street.
 B M Joseph, with Raphael, Weill & Co, c, San Francisco. 15 East Twenty-sixth street.
 W B Stanton, with Stewart & Co, hf,t,c, Baltimore. Prince George.
 J A Keller, with Denholm & McKay Co, hf,t, Lancaster, Pa. 2 Walker street.
 G Louis, with Woodward & Lothrop, t, Washington, D C. 334 Fourth ave
 J A Armstrong, with J N Adams & Co, hf, Buffalo. 214 Church street.

SAN FRANCISCO AND THE COAST.

THE crockery and glass business in this city for the past month has been very satisfactory in volume but has been mostly along regular lines and without feature. Easter displays attracted many visitors to the retailers the latter part of the month. Aside from the standard tableware a large variety of Easter novelties were in the market this year and the dealers report quite a heavy demand for them. With the wholesalers all they have to say is that they are busy taking and filling orders.

Work began the first of the month on the new store building for Hale's department on the corner of Fifth and Market streets, and as there is no prospect of rain to hinder the progress of the work, it is expected that the company will be in its new quarters early in the fall.

William Huber, representing the Onondaga Pottery Co., is in the southern part of the State this week.

Philip Bernstein, representing Bernstein Bros. Co., Birmingham, Eng., is registered at the St. Francis, where the trade is calling upon him to place orders.

F. M. Dunn, coast manager for the United States Glass Co., is in receipt of a shipment of that company's "Athenia" pattern, showing a combination

of popular Colonial and classic Greek border, a line which promises to take very well.

A. B. C Dohrman is expected back from Los Angeles early in the week.

Francis H. Elms, sales manager for the Janus Vacuum Goods Co., New York, according to notices from him to members of the trade, will be in town before the end of the week.

Sylvester A. Baker, coast manager for the Macbeth-Evans Glass Co., reports the arrival of samples of that company's new line of "Alba" bowls and ornamental "Alba" balls, which are taking very well.

Attention has been called to the large business being done by the Schleuter & Co. household department stores in Berkeley and Oakland, in cut glass. This company's stock covers a wide range of goods and the handling of business has been greatly facilitated by the expansion of the Oakland store to include three floors.

Next week A. A. Otte plans to leave for the north for a four weeks' trip, including Portland, Seattle and Denver. He reports business very good with the Pittsburgh Lamp, Brass and Glass Co.'s new "Havana" line.

Shreve & Co had their store decorated Easter week in a mass of flowers Tulips, carnations, lilies, rose buds, and whatever the florist had to offer, were distributed in profusion all over the store. The china and cut glass room on the second floor of the building was especially attractive, with tables set complete with suggestions for Easter. The atmosphere of spring reigned throughout the whole establishment and many visitors were attracted by the gorgeous display.



GRAND CENTRAL PALACE WHERE THE NATIONAL HOUSEFURNISHING TRADE EXHIBITION WILL BE HELD.



[This department is started in the interest of buyers who may not be able to get around to all the manufacturers' showrooms, yet are looking for special goods that are bargains. Nothing will appear here that has not some special or attractive feature, the main one being price. The offers will be numbered, and in writing to the "Merchandise Editor" for particulars please quote the number of the item that you are interested in.]

ON SALE.

A 7—130 Large leaded glass domes, electric portables complete and various sizes of smaller leaded glass domes and shades. This is an assortment of manufacturers' samples of more than ordinary merit, and if sold at usual retail price should fetch over \$2,200. The whole assortment is offered at the ridiculous figure of \$350 for cash. f.o.b. New York, package extra. Here is a chance for some enterprising manager of a lamp department to put on a sale of extraordinary values. We are surprised that no one has taken advantage of this offer. Never before was so great a bargain offered. Perhaps it is a little large for one man to handle. If five men were to take a fifth each, which would cost \$70 for twenty-six pieces, on an average of \$2.69 each, this would clean up the lot and give each man an opportunity of making a good showing in his department and an excellent profit for his firm.

A 12—Very Special Offer—puff boxes and hair-receivers in rich cut glass, made by a well-known and reliable firm. Diameter 3½ inches by 3 inches high. Three-buzz, or pin wheel stars, or side, with checkered strawberry, diamond and prism cut, between each star. Large pin wheel star covering the entire top, sixteen-point star on the bottom at \$8 per doz., less ten per cent or 60 cents each. f.o.b. factory; package extra.

A 18—Special offer of five-inch covered bon bon "Juliet" at \$1.20 each. f.o.b. New York. This is a very attractive piece and is so made that it may be used as two separate bon-bons without covers. Each is packed in a strong cardboard box, which eliminates all risk of breakage in handling

A 19—One of the largest dinnerware houses in the country has an overstock of English bone china tea cups and saucers marked at \$1.75 to \$8.00 per doz., and in order to reduce the stock will sell. 700 doz., at \$1.50 per doz, assorted. The patterns and decorations are good. The offer is a bargain.

A 20—An exceptionally attractive ten-cent assortment. The smallest is a six-inch flat plate. The following is the make up of the composition. Twelve doz. each seven-inch flat plates, seven-

inch deep or soup plates, eight-inch salads, six-inch flat plates, four doz. each 30s bowls and ten-inch cakes, twelve doz. teas and saucers, four doz. each nine-inch dishes, six-inch bakers and 36s jugs. The cost of this assortment for eighty doz is \$62 60, or equal to 78¼cents per doz. A trial order for twenty doz. will be accepted. Twelve fast selling patterns to choose from.

A 23—An exceptional bargain is offered in new process cutglass, which would yield a good profit and make a good showing for a special \$1.49 sale. Fifty-four pieces of cut glass for \$50, all large pieces, well cut and desirable patterns. The assortment consists of eight-inch Bowls, Mayonnaise, Sugar and Cream sets. Barrels 50 cents f.o.b. factory. Trial order for half the quantity will be accepted.

A 24—Below is a list of the cut glass on hand that a firm wishes to sell quickly and to do so is willing to sell at a sacrifice. It is not damaged in any way, all articles are perfect and lead blanks, but they are crowded and must sell it.

	Reg.	Spec.
150 sets sugar and cream "Yale"	\$1.30	\$1.00
12 three-pint jugs "Fulton"	2 00	1.75
12 " " "Oxford"	2.25	2.00
12 fourteen inch vases "Cornell"	4.00	3.50
5 twelve " "	2.75	2.35
50 ten " "	2.00	1.75
18 eight " "	1 50	1.25
11 twelve " "Ch' b't'm"	6 25	5.50
6 twelve " "Old Irish"	7.00	5.75
5 twelve " "	7.00	5.75
2 fourteen " "Woodland"	5'00	4.00
15 two pint jugs good design	1.75	1.50
10 Unhld six in Nappie "Old Irish"	1.75	1.00
6 eight inch Bowls "Winner"	1 25	1.00

This totals \$530, and is a clear saving of \$113. As a further inducement to anyone to take the whole lot freight charges will be allowed.

A 25—A large manufacturerer has twenty and one-half gross of quart water bottles, blown glass, fluted pattern, to clean out, at \$8 per gross. New York freight allowed.

A 26—Forty gross each of two patterns, fancy design pint decanters with stoppers at \$6 per gross. New York freight allowed. Both these lines are bargains to any one, and will make an attractive showing for a special sale. Goods are packed in six-dozen cases, so can make sample shipments if desired.

A 27—A new toilet set, the "Hero" shape, has appeared on the market with a handsome chrysanthemum decoration, plain print, blue, green, brown and dove colors, 9 pieces at \$1.35, with covered jar \$2.35; These are regular goods first selections. This is one of the new things that you should know about.

A 28—An old established conservative house that rarely makes special concessions in price, offers the following, which is really an unusual "bargain." They have in stock ready for

immediate shipment ten packages of fancy table dishes Limoges china of one of the oldest and best known makers of that ware. Each package contains: two bread trays, two berry bowls, one covered buckwheat dish, two comports, three cake plates, one chop dish, one chocolate dish, two celery trays, two jelly or olive dishes, two milk mugs, one low nappy, three lots one-half dozen plates five and one-half inches, two lots one-half dozen plates seven and one half inches, two spoon trays, two olive saucers and four lots three teas each. All of these assorted in shapes and decoration and of fancy styles, floral designs with full stippled gold edge, no two pieces alike, excepting the teas and plates. The regular open stock re-packed price for this assortment is \$32.39; are offered at \$16.00, the package. "Net cash and no charge for package or cartage" or the entire ten for \$150.00

The numbers that have been taken out this week have either been sold or options have been given to prospective purchasers. Buyers, in order to avail themselves of these offers, should lose no time in making applications for data, and thus get the first bid for them.



MERCHANDISE WANTED.

Many quotations have been received this week for the lines advertised in this column, and have duly been submitted to the firms making the inquiry. Should the prices and goods interest them, communication will doubtless be made direct. New requirements that have come to us during the week are enumerated below. Anyone, whether subscribers, advertisers or just a plain reader is entitled to put in a bid for any number that he can figure on. There are no strings to this department.

- 19—25 package of ten-cent assortments of dinner-ware, border patterns.
- 23—wanted barrel assortments of housefurnishing novelties.
- 24—prices on jelly tumblers.
- 25—prices on cheap tank glass tumblers.
- 26—prices on glass fruit jars, metal or glass tops.
- 27—prices on light cut glass tableware.
- 28—prices on assorted line of jardiniers and pedestals.
- 29—prices on a quantity of seconds in brown and white cooking ware, such as casseroles, bakers, shirred eggs, etc.
- 37—We have an inquiry for glass dishes, eight-inch ten-inch twelve-inch, diameter; one and one-half inch, or more deep. The bottom of the dish to be flat and the sides at right angles or nearly so. These are for mounting purposes.
- 38—A manufacturer is looking for a quantity of china or earthenware discs of various sizes for coasters and trays. Send in your bids and quantities at immediate command.
- 39—Electric vacuum cleaners to cost dealer \$25. to \$30. each.
- 40—Cheap line of steins with fancy mottoes.
- 41—Plaster figures, such as busts, Indians, nude figures, animals, etc.

42—A large concern wishes to buy fifty ten-inch cut glass trumpet vases for one dollar each. This we realize is a low price, but perhaps some manufacturer may have an overstock and would be glad to convert them into cash.

43—A subscriber is in the market for a gross of cheap steins, from regular stock, or a line of import samples ranging in price from 25 cents to \$1 a piece, and measuring from six-inch to twelve inch, excepting cover.

44—A manufacturer wants a quantity of berry dishes of iridescent glass, fancy shapes, for mounting purposes. He will pay as much as 80 cents a dozen, and can use 150 dozen immediately.

45—We have an inquiry for a quantity of Electric fans, all sizes.

Since publishing our list last week several of the lines have been filled and therefore withdrawn, others are being considered, but not definitely closed. Those still appearing are yet to be settled and there is time to put in a bid.

SALESMEN'S ASSOCIATION NOTES.

A MEETING of the board of directors of the Salesmen's association was held on Thursday and it was found necessary to drop quite a number of members for non-payment of dues. This is much to be regretted not only on account of the association, but for the delinquents themselves. No insurance that is offered anywhere costs as little as it does in the association, and no member can afford to let his dues go unpaid. In most cases it is sheer carelessness, and members of the board have, in numerous cases, advanced money to save those who have failed to pay. This courtesy, in most instances, is fully appreciated and the money is quickly refunded, but in other cases, few, but still they remain, those who put up dues have never been reimbursed. It is bad enough to let these payments lapse in the associations, but when a friend pays for a friend, a debt of honor is incurred, even though unauthorized, which should be met at any sacrifice. At the meeting the following were elected to membership: C. L. Clark, San Francisco, Cal.; William H. Hawken, Honesdale, Pa.; Franz F. Beck, New York, and George R. Langendorfer, Pittston, Pa.

The standing in the watch and fob contest is as follows: M. K. Lindner, 33; L. D. Seixas 4; H. C. Bedlington, R. E. L. Wells and Paul M. Phillips 3 each; H. S. Clarke, John H. D. Rowan and Thos. G. Jones 2 each; A. A. Bean, W. M. Rogers, Geo. A. Boomer, H. J. Gute, W. W. Magee, W. Q. Wilcox, George Hamilton, F. M. Taylor, Chas. B. Konzelman, Edward Butler, H. D. Carey, John Nixon, A. J. Tourangeau, Wm. Dealing, W. Tracy Bergen and E. R. Thieler one each. Total 68.

The New York Crockery and Glass District.

When the flurry of snow came Monday a clerk in a big office building in the District made a wild dash for the elevator, rushed into the restaurant in the basement, grabbed a plate and darted into the street, where a waiter, anxious as to the stolen crockery, had followed him. "All right, my boy," he said to the waiter. "I am just trying to gather some April snow." The waiter smiled and said: "Crazy." The "snowstorm" was over in a few minutes, and returning with the plate, which had only become moist, the man explained: "Where I lived in New England we always had bottles of April snow. Best eye water ever known. Thought I could gather some here, but couldn't. Thanks for the plate."

Among the many good things shown by Robt. Slimmon & Co., is the "Regent" shape dinnerware from Wilkinsons. It is a plain oval, graceful in shape and takes decoration very well. One of the neatest has a gold band set in a quarter of an inch from the edge. Superimposed on this is a "key" border in black. Another has the same motif with a garland added. Then there is the pattern after the style of the "Indian Tree", which is always good. Besides these there are many others in many colors.

Bassett's letter writer has something to say about the uptown movement. It is pertinent and interesting. Read it.

The new wareroom of Malone & Nicholson devoted to the display of pressed and blown glassware from Ripley & Co., Pittsburgh, Pa., looks attractive in its arrangement. The shelves around the room show a series of display jars for confectioners, druggists, etc. Provision jars for delicatessen or grocery stores are seen in great variety. The line of pressed table glassware is well arranged to show its quality. Water and lemonade sets, bowls, nappies, sugars and creams are all worth seeing, while the floral decorations with rock crystal effect and the orange blossom pattern stands out prominently. The line of tumblers is strong and varied, as are the handled beer mugs and stem wares. The glass

butter boxes and pure food jars are featured, being shown in many sizes. They have proved very popular with the public, because of the sanitary qualities. The location of the new showroom is good, being at the foot of the Park Place Elevated Station steps in the heart of the District.

Paul Joseph has received another new cracker and cheese dish from the Duncan & Miller Glass works. It is beautifully decorated with a handsome chrysanthemum design, in very deep plate etching. There is a seven and a half inch plate, also with the same ornamentation, which is very attractive.

The new showroom of the Warwick China Co., on the third floor of the Fifth avenue building, presents a very handsome appearance. The walls and tables are covered with a soft salmon colored cloth, which makes an excellent background for the beautifully decorated china. Conspicuous in the exhibit are artistic borders which are absolutely original and different from other lines.

W. S. Pitcairn has an array of dinnerware from Grindley's that must command the attention of buyers. From Doultons, Ltd, there are many fine plates and special articles that appeal to true lovers of china. This ware is known far and wide and stands on the topmost round of the ladder of ceramic art.

E. B. Dickinson has been enjoying a good run of business through his various lines during the past week or so. That is very satisfactory to him. His showrooms look as attractive as ever and are very inviting to the buyers who visit them.

J. H. Venon opened some new samples of glass, which are about as fine as anything he has yet brought out. They are reproductions of old English designs modified by panels in modern style. The combination is the biggest kind of a success from an artistic standpoint, for without destroying the original lines the new embellishments add to the beauty. The line

consists of table glasses, small vases, sherberts, etc. He has also a new hollow stem champagne, which is practical, in that the stem is easily cleaned on, the inside.

When the Guerin and Pouyat interests were consolidated, the two concerns were housed in separate buildings. It was good business ethics to get the samples under one roof as soon as possible. It has taken a little time, but now the lines are shown at 33 Park place, the original wareroom of Wm. Guerin & Co. This room has been rearranged and beautified; an elevator installed and new electric lights put in. The office has been enlarged to double the size it was. On the floor above, reached both by elevator and stairs, the Pouyat samples are shown. The white china is separated in a cosy corner, and corresponding to, and adjoining it, an office has been railed off. This floor has been repainted and decorated, new racks built to show plates, and electric lights installed. On the third floor, hotel goods and white china are displayed and a part of the loft used for packing. Steam takes the place of stoves for heating and the lavatories have been improved. The whole place looks very inviting so far as the building is concerned and the goods, always attractive, look better than ever in the new setting. Cards noticing the changes with an invitation to call have been mailed to their customers.

The Consolidated Lamp and Glass Co. have sent to Wm. Dougherty many new pieces of lighting glassware. They have materially added to the new imitation cut glass lighting ware. Several new and attractive shapes, which are proving very popular, are included in these. The new shower ware in this line is particularly good.

A. Gredelue has added many beautiful new cuttings from the Babcarat factory this season and some of the light cuttings are classic. The detail in floral designs is really remarkable and where there are leaves the small veins are so clearly depicted that a natural appearance is imparted, giving a life to the cutting not ordinarily found.

The new "Havana" glass lightning ware made by the Pittsburgh Lamp, Brass and Glass Co., has made a hit. It is the product of the brain of Nicholas Kopp, vice-president and general manager of the concern, who is an acknowledged expert on glass coloring. Geo. N. Blust has been most successful with the New York trade, all buyers who have seen it, have placed orders with him. The shapes and designs are excellent and variety of treatments good.

Vogt & Dose dwell on number thirteen in their advertisement this week, it further occurs to us that you may be reading their copy on Saturday the thirteenth, why not be one of the thirteen to whom they desire to send a sample set of dinnerware?

NEW CATALOGUES.

B. F. DRAKENFELD & CO. have just issued a fine catalogue describing their Perfection Kiln. It has thirty-two pages, with a cover; is printed on heavy coated paper and is illustrated. Besides giving the pictures and number of each different kind of kiln there is descriptive matter and suggestions for stacking and firing. There is also a table about cones and temperatures. The little book is full of useful information and may be had on application.

The National China Co., Salineville, O. has just issued a new catalogue and price list of their wares. It is handsomely printed on a tinted paper with a cover. It will prove of great use to the trade.

The Eagle Glass and Mfg. Co. has just issued a new catalogue of lighting glass. Any one wishing a copy may have one by applying to the main offices, Wellsburg, W. Va., or, to Malone & Nicholson, 32 Park place, their New York representatives.

AT CHICAGO.

HOLY week with its usual dull feeling descended on the glass and crockery trade and there was but little business done by any of the wholesale firms. The salesmen who are here from New York say that the week was particularly quiet with them but say that they have received letters from out of town buyers to the effect that they would leave their homes for Chicago shortly after Easter. The local dealers also have gotten the same kind of letters. In the retail trade there seems to have been a slight increase in business. The beautiful spring weather brought out the shoppers and, for the first time this spring, all of the department and other stores were crowded. The next week is expected to be a banner week for the wholesalers. Many representatives from New York and Eastern houses will be here and it is expected that the western and southern buyers will begin to appear again. As a whole the trade looks optimistically on the prospects.

Owing to the increased business of the Chicago office of the J. D. Bergen Cut Glass Co., this company has enlarged their display rooms and have taken the space vacated by the Adelphi Silver Co.

The second joint meeting of the local glass and fixture meeting was held Thursday afternoon of last week at the Union Cafe. William Webster presided at the meeting. After luncheon was served the meeting took up the discussion of topics of interest to the trade.

T. M. Schollenberger, who represents the Ripley Co., was drawn as a juror the first of the week and

will serve for the next thirty days. Coming at this time of the season it is particularly unfortunate that Mr. Schollenberger will have to be absent from his business.

* *

F. Senior Pickles, the well-known cut glass salesman, has closed his display rooms in the Palmer House for the week and is making a trip through the State. He intends to return early next week.

* *

Pitkin & Brooks, the well known wholesale house reported a rather quiet week owing to the Easter holidays, but say that it is not unusual at that time. The week following Easter is always a good one in this line they say and they are looking for a splendid business from now on.

* *

Carl Block, who has been associated with Takita-Ogawa Co., of this city, has taken a position with the Mills-Gardner Co. and will represent this firm on the road. He leaves shortly on his first trip for the company.

* *

Carson, Pirie, Scott & Co.'s wholesale display rooms presented rather an active appearance during the week and quite a few buyers were present.

* *

After spending a few weeks in Florida, Mr. Fisher, glass buyer for the Norris Allister Co. has returned.

* *

Burley & Tyrrell had this to say in regard to business conditions for the past few weeks. "Our business was very good during the month of March, in fact better than it was the corresponding month in 1911. Last week was a little quiet, owing to the fact that it was holy week, and buyers were not plentiful. We now look for a resumption of the good business that we have been doing."

* *

E. H. Fox, manager of the Chicago office of the Phoenix Glass Co., left last week for a trip to Cincinnati and Louisville in the interest of his firm.

* *

George W. Milligan, of the Garden City Cut Glass Co., said that he had found the glass business a little dull last week owing to the buyers staying home until after Easter. "With the Easter holidays over," said Mr. Milligan, "and the continuation of this nice weather I believe business will be greatly increased and everybody be satisfied."

* *

Harry Keller, formerly associated with Flower & Co., has opened a new store in Grand Rapids, Mich., and will carry an extensive line of cut glass. He was recently in Chicago looking over the different lines.

* *

William C. Meyers, of the sales force of E. Kirckberg, was married Tuesday evening of last week to Miss Minnie Busch at the home of the bride's parents.

Charles Noack, of San Francisco, was a recent visitor in Chicago calling on the cut glass men. Mr. Noack is on his way to Europe, where he expects to be for several weeks. While in France he will visit the famous potteries in Limoges.

* *

Allen Campbell, of the firm of J. D. McKinney & Co. of Palestine, Tex., was in Chicago last week placing his orders.

* *

The sales rooms of Bawo & Dotter, Ltd., presented a very active appearance this week and Paul Fueslein, the local manager, was busy with his out-of-town buyers.

*

Tichenoff & Johnson is the name of a new firm that has just established a store at De Kalb, Ill. This firm will handle a large line of cut glass in connection with their jewelry line.

* *

Earl Newton of the Economy Tumbler Co. has returned from a business trip around the State. Some good business was done by Mr. Newton on his trip and he made several large sales.

* *

M. J. Geary, Chicago manager for Morimura Brothers, said that he finds business about normal at this time of the year. His firm has just finished their import season and are now waiting for new shipments from Japan.

* *

Takita-Ogawa, importers on Lake street, find business in a very good condition at the present time.

* *

The manager of the China ware department of a local store was discussing the China business this week and commented on the fact so many people were absolutely ignorant of the use of many new shapes and designs in dinnerware. "For instance," said he, "we had a woman come in the store the other day and ask for some boullion cups. One of the clerks showed her the regular cups and she said "No, that isn't what I want. This has two handles on it and I want the single handled cups." I passed just in time to hear part of the conversation and immediately told the woman that these were the regulation cups, but she was insistent and wanted the single handled cups. It was evident that she had been to a dinner somewhere and the hostess and served boullion in large coffee cups. This merely is one instance, and they happen like that every day. I got to thinking about the affair and decided that in these days of the nouveaux riches the people must be educated as to the proper use of the different articles and with the idea in mind I have about decided to put a table in our department which will be set for a big dinner and place tags on each article telling of the use of it. I know that sounds funny, but I think it will work, at least I am going to try it."

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday

BY

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 11, 1912.

THE new department devoted to the merchandising of goods is by no means meant to include only goods at cheap prices. There are many desirable articles being put on the market having special features other than the price. There are also goods of exclusive design or pattern, for which special control can be given to purchasers, ordering in large enough quantities. The convenience of a specially selected assortment that includes salable articles, whether dinnerware, fancy goods, cut glass, blown or pressed, put up in barrel lots at so much per barrel often attracts customers. It takes from them the burden of selection and opens a way for manufacturers to obtain sample orders from firms that they are desirous of doing business with, and who would not offer him so small an order. This suggestion has been made by buyers to us, and we pass the idea on to those who wish to avail themselves of it. Don't hesitate to use this new department. Many buyers are writing and indorsing the idea and much business has resulted.

THE NATIONAL HOUSEFURNISHING TRADES EXHIBIT, INC.

THE above named company, is backing the exhibition to take place August 22nd to 31st, and the personnel of the officers is a guarantee of its being carried to a successful issue. Albert Wyman, who was editor of the "House Furnishing Review" for

five years, is the president of the enterprise, and his long association with the housefurnishing field fits him admirably for the executive head of the movement. Wm. H. Fox, vice-president and superintendent of the letting of space, is well calculated to run his end of the proposition successfully. As New York manager for many years of the Lisk Mfg. Co., Canandaigua, N. Y., he has been associated with Mr. Scott in his several shows, and is accustomed to all the details relating to trade exhibits. Wm. B. Curtiss, the secretary and treasurer, is president of the Publishers Guide Co., and is owner of the trade paper entitled "Paper." In these enterprises several hundred thousand dollars are invested. Mr. Curtiss is a man not only of excellent financial standing, but has exceptional executive ability and originality of idea.

We are assured that there is abundant capital behind the enterprise to guarantee its permanency and efficiency as a commercial organization. The exhibition company stands behind the National Housefurnishing Crockery and Glass Association, which means the permanency and continued growth of that organization. Already one thousand of the most prominent buyers and dealers in the allied housefurnishing, crockery and glass trades have been enrolled as members of the association, whose aggregate purchasing power is over \$300,000,000 annually.

The management say that ten thousand of the retail merchants who deal in these lines will be invited to attend the exhibition and join the association, so it is reasonable to expect that two thousand five hundred dealers, both retail and wholesale, will become members of the association by August 1st, 1912, and will attend the convention.

Rumors have been afloat that this movement was only a forerunner to another trade paper to be published by those at the head, but we are positively assured that this is not so and that nothing is further from their minds than entering the newspaper field, which in this particular trade is already well supplied.

PERSONAL.

MANY people in Pittsburgh and East Liverpool will remember William J. Harvey in connection with the Union Potteries Co. and the Huntington China Co. Max M. Hart was associated with Harvey in these enterprises and some adverse criticisms were made about both of them. They dropped out of sight after withdrawing from these plants. On Saturday of last week they came into notice again when Harvey, was arrested at the Hotel Imperial, where he is staying while in New York, in a suit for \$50,000 for slander brought against him by Hart. Harvey was taken to the Ludlow street jail and later to the

Sheriff's office, where he gave \$1,000 cash bail and was released. Hart, who has been associated with Harvey in various enterprises, complained that on March 10, at the Hotel Imperial, in the presence of certain other men, Harvey, "with wicked, malicious and illegal intent to hold him up to public contempt, score and obloquy," declared that Hart was a thief.

W. R. Van Boskirk, with Morimura Bros., left on Saturday for a trip to Bermuda. He had the grippe, and is suffering more or less from nervousness occasioned by hard work. He will probably be away a month or six weeks.

Geo. H. Wheelock, who for three years was president and general manager of C. E. Wheelock & Co., Peoria, left for South Bend, Ind., where he has a business of his own.

John J. Hines was in West Virginia at the beginning of the week where his fine Limoges specialties are finding much favor. He is making his way west, and writes that things look more promising. E. W. King is holding down the New York end in his absence.

Albert L. Wyman, secretary of the National Housefurnishing, Crockery and Glass Association, is as busy as a one-armed painter with the hives. The buyers are endorsing his movement, and many letters congratulating him upon his initiative in the matter, promising their heartiest support, are coming in by every mail. We do not doubt at all but that the Buyers association will be eminently successful. His associate, Wm. H. Fox, is equally energetic, and between them they manage to keep things moving.

E. Talotting found business very good while visiting his New England friends. He returns on Friday to prepare for a trip out West which he starts upon next week.

The Homan Silver Plate Co., of Cincinnati, O., was represented in the District last week by Mr. Homan, who was buying glass, etc., for mounting purposes.

Frank H. Vaughn was in town last week on special business for the Brush-McCoy Pottery Co. He spent quite a little time with Wm. M. Warrin and left Friday evening for Boston.

W. R. Shirley, with Maddock & Miller, was in town last week, selecting samples for his western trip. He left Saturday with San Francisco as his objective point, making stops here and there.

John Guy Hawthorne, who has been assisting his father as buyer at Wanamaker's New York store, was married on Wednesday to Miss Kerr. As was

announced two weeks ago, Mr. Hawthorne will buy for Jordan, Marsh Co., Boston, and after the honeymoon, will take up his duties there. Mr. Hawthorne is very popular in the trade and his friends congratulate him on his marriage, and all wish him health, happiness and prosperity.

Albert Shinski is now in charge of the crockery department at S. & W. Baumann's on upper Third Ave.

A. J. Fondeville sailed for Europe last Thursday on the Adriatic. He will not make a long visit abroad. Mrs. Fondeville went with him.

Justin Theraud, with Maddock & Miller, came in on Monday from his western trip. He was billed for Rochester, N. Y., this week, but owing to the political convention being held there skipped it. He will start out again the last of the week, going East to cover New England.

Wm. Meyer, Jr., is now with Malone & Nicholson, and will devote his time to selling the lines that they represent to the trade in New York city. Mr. Meyer is well known in the territory he has to cover, and will doubtless be successful in his endeavors to do business.

A. B. Levan, of Kinney & Levan, Cleveland, O., made one of his frequent visits to New York this week.

S. P. Megahan, formerly in charge of the china and glass departments of the Keech and Pickering stores, and more recently of the agency firm of Fry & Megahan, Pittsburgh, has assumed the management of the china and housefurnishing department of the new store of B. White Sons & Co., Penn. ave. Mr. Fry, it is understood, will locate in Chicago.

A spice of humor occasionally relieves the monotony of the every day doing, and it can be had from W. J. Hague, who disposes of pots for Geo. F. Bassett & Co. He was asked what there was new in the trade. His reply was, "nothing particularly, unless you are interested in knowing that I spent a day on the seashore yesterday trying to place some orders. It was a chilly day. The wind was raw and cold and in the first two or three places where I called, the temperature outside was warm and balmy compared with what I found inside. Nothing doing there. In the next place the boss was out. I waited half an hour and while studying the time table to see how many more minutes I could waste, one solitary customer came in and bought a yard and a half of velour slip—value thirty-seven cents. I was about to depart when my man came in. To my surprise I got an order, but missed my train. In the next place the proprietor said he had not sold a piece

of crockery for ten days. Here was my opportunity. I convinced him that the reason he made no sale was because he did not have the latest thing in dinnerware from the 'dinnerware house, of America'. Say that's a great slogan. The next man was a new one and I felt good when I took an order, but before I entered it, I found that the man's stock was mortgaged to the hilt. Wouldn't that jar you? However, on the whole I did enough to pay for the trip.



Miss Renton has resigned from McCreery's. An attempt to learn who her successor was to be was unsuccessful.



John Hawthorne, buyer for John Wanamaker's New York store, arrived home from Europe on Sunday.



W. F. Dorflinger came home on Monday from a trip to Cuba and Mexico. He is a close observer and has a way of relating, in a concise and interesting way, his experiences. He saw things that others might pass without a thought and of course the regular things which all tourists see. He was glad to visit Mexico City, but would not care to live there.



Parsons & Co., of Ottawa, Ont., were represented in town during the last two weeks by Charles Parsons and his son. They left on Thursday after a strenuous time in the crockery and glass market. Like all Canadians, they were both extremely optimistic about the growth of trade in their country.



Richard H. Cavanagh was buying in the city this week for A Lisner, Washington, D. C.



J. B. Stevens, of Morristown, N. J., is busy getting ready for the spring trade. He is replenishing his stock and has been much in evidence recently in the market.



Montag Bros., Atlanta, Ga., were buying fancy goods in the District this week for their wholesale stationery business, and visited several of the glassware showrooms.



About all that is left of the old firm of Cubberly & Co., Ridgewood, N. J., is the name. The concern has been reorganized, is now on a firm business basis, and is forging ahead in good shape. The new proprietors are making a great success of the business.

OBITUARY.

JOHN S. EARL, a retired Brooklyn cut glass manufacturer, died of liver trouble Saturday in Jersey City. He was born in England on March 11, 1839, and came to America when a boy. He was connected

for many years with the J. Hoare Co. of Corning, N. Y., and left the concern twenty-five years ago to establish the John S. Earl Co. in South Fifth street, Williamsburg. He retired from business a year ago. Mr. Earl leaves four daughters and two sons.

APPROVED.

WE publish two letters, samples of the many we have received, approving of our "Merchandise Department." The success of this idea is phenomenal, and as its true import becomes more fully known will lead to great things.

DENVER, COLO., April 5, 1912.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir:— We think your Merchandise Department is a splendid idea, and if we can use it to advantage, will be glad to do so.

Yours very truly,

THE CARSON CROCKERY CO.
James Carson, Mgr

WASHINGTON, D. C., April 9, 1912.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir:— In reference to yours of April 8th would say, we received samples from Stewart & Crocker, and also from Cox & Lafferty, and have sent both of them an order, as I thought both reasonable at the price quoted.

It is the writer's honest opinion that your idea is a very good one, and should certainly prove beneficial and of great assistance to buyers and manufacturers as well.

It is a great wonder to me why such an idea was not started long before now.

Wishing you every success in this new department, I am,

Yours very truly,

J. HERTZBERG,
S. Kann, Sons & Co.

BUSINESS BRIEFS.

The sale of the Phoenix Pottery, of Bordentown, to Thomas Walsh, of Philadelphia, for \$10,000 above all encumbrances, has been confirmed.

The Porterware Milk Bottle Co., manufacturer of milk bottles from wood pulp and fibre, has made an assignment to Claude L. Coon. The deed was signed by Frank E. Humphrey, vice-president and acting president. The liabilities are reported to be about \$5,000 and assets \$1,000.

It is claimed that a fine bed of clay suitable for making matt glaze ware has been found at Howland, near Augusta, Me. A corporation has been formed to develop the property, which will be known as the

American Volsam Co. Charles Volkmar, of Metuchen, N. J., recently exhibited 300 pieces of ware made from the clay at Augusta.

BAWO & DOTTER TO GO UPTOWN.

It has been in the air for months that Bawo & Dotter were to go uptown, and more than a week ago some of the daily papers published the item giving the location. This publication was premature, as at that time while negotiations were pending the deal had not been closed. On Monday of this week, however, a twenty-one years lease was signed for a new twelve-story building to be erected on the lots numbered 18-20-22-24-26-28 West Thirty-third street, which faces north and opposite Astor Court. This court runs from Thirty-third to Thirty-fourth street, immediately in the rear of the Waldorf Astoria Hotel. The location is very central. It is within five minutes walk of the new Pennsylvania station on Seventh avenue. It is within ten minutes walk of the Grand Central station. The new McAlpin Hotel is on the corner diagonally across the street, and all the popular hotels are within easy distance. A handsome building will be erected at once, covering 160,000 square feet, and it is intended to have it ready for occupancy about December 1 of this year. Several new features will be incorporated including fire-proof dust and rubbish chutes opening on every floor, also fire-proof vaults for books and valuables, and otherwise it will be as modern as anything in the city. As the street is narrow and often badly congested with traffic, an interior shipping entrance will be constructed making it possible to run trucks directly into the building, for loading and unloading. A traveling crane will be used to transfer the goods to the elevators. A strictly wholesale business will be done.

Bawo & Dotter started in John street in '64. They were two young men who had received their business education with C. F. A. Hinrichs, and when they embarked for themselves, started in a very small way. In a few years their business grew to such proportions that they sought larger quarters and in 1867 moved to their present quarters at 30 and 32 Barclay street. There they have grown extending their holdings both East and West and going through to Vesey street. Two years ago they united with a Canadian Syndicate with a capital of \$5,000,000 which has enabled them to further extend their business operations. The house has always stood in the highest esteem of the trade. While Mr. Dotter withdrew from the firm some years ago and Mr. Bawo died, shortly after his withdrawal, the younger element, who have succeeded, have maintained the standard set by their predecessors and their reputation is beyond question. Their departure from the downtown District marks an epoch in the crockery trade.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of January, 1912, compared with the same month in the preceding year, were as follows:

	19 1	1912
Great Britain.....	\$190,388	\$142,278
Austria.....	52,823	45,578
France.....	98,184	93,103
Germany.....	262,799	216,070
Japan.....	72,030	51,109
Other Countries.....	22 120	21,605
Other Europe.....		
Total.....	\$697,789	\$604,738

FOR SEVEN MONTHS ENDING JANUARY.

	1910	1911	19 2
Great Britain...	\$1,603 317	\$1,574,689	\$1,878,955
Austria.....	570,8 0	467,608	443,044
France.....	1,101,861	1,101,943	968,782
Germany.....	2,628,837	2,061,208	2,822,5 8
Japan.....	820,911	829 696	799,502
Other Countries	218,821	244,369	2 4,376
Other Europe..			
Total.	\$6,954,057	\$7,279 601	\$6,621 697

TOYS

	1911	1912
Germany.....	\$271,148	\$246,496
Other Countries.....	69,351	62,347
Total.....	\$3 0 491	\$308,843

FOR SEVEN MONTHS ENDING JANUARY.

	1910	1911	1912
Germany....	\$4,389,427	\$5 284 131	\$5,334,92
OtherCountries	432,570	554,928	602,684
Total.	\$4,821,997	\$5,839,059	\$5,937 606

GLASSWARE.

JANUARY		FOR SEVEN MONTHS ENDING JANUARY		
1911	1912	1910	1911	1912
\$185 805	\$190,058	\$2,219,113	\$1,524 503	\$1,278,214

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

JANUARY		FOR SEVEN MONTHS ENDING JANUARY		
1911	1912	1910	1911	1912
\$48,497	\$61,335	\$456,912	\$434,954	\$421,494

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
April 9, 1912.

ANTWERP

120	packages glassware	B Gunthel
86	"	C J Dierckx & Co
7	"	Graham & Zenger
14	"	A Berger & Co
110	"	Miscellaneous Orders
13	earthenware	Bawo & Dotter
14	"	L D Bloch & Co
1	"	Koscherak Bros
11	"	Frank & Co
30	"	L Straus & Sons
10	"	DeKeyser & Co
95	"	O Goetz
109	"	Miscellaneous Orders
18	chinaware	Vogt & Dose
5	"	J J Hines
2	toys	Strobel & Wilken Co
14	"	B Ilfelder & Co
13	"	F A O Schwartz
28	"	F W Woolworth & Co
10	"	Miscellaneous Orders

BREMEN

24	packages chinaware	Strobel & Wilken Co
65	" toys	"

GENOA

10	packages glassware	Geo Borgfeldt & Co
1	"	Miscellaneous Orders
17	" toys	B Ilfelder & Co
4	"	Lazarus & Rosenfeld
12	"	Miscellaneous Orders

GLASGOW

9	packages glassware	H A Rogers & Co
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HAMBURG

2	packages glassware	J Palme
92	"	Kny-Scheerer Co
589	"	W R Noe & Sons
84	"	F Euler & Co
63	"	O O Friedlander
380	"	Brown Bros
6	"	Frank & Co
12	"	Strobel & Wilken Co
311	"	Miscellaneous Orders
156	earthenware	Geo Borgfeldt & Co
4	"	F Bing & Co
20	"	O Goetz
89	"	Bawo & Dotter
987	"	F W Woolworth
81	"	J Wygand & Co
5	"	L D Bloch & Co
1	"	J Palme
2	"	Graham & Zenger
12	"	L Straus & Sons
1	"	Lazarus & Rosenfeld
23	"	Eimer & Amend
470	"	Miscellaneous Orders
2	chinaware	Bawo & Dotter
32	"	Strobel & Wilken Co
11	"	Miscellaneous Orders
47	toys	B Ilfelder
3	"	C B Rouss
1	"	Koscherak Bros
23	"	Samstag & Hilder Bros
7	"	G W Travers
11	"	Knauth, Nachod & Kuhne
49	"	Strobel & Wilken Co
208	"	Miscellaneous Orders

BORDEAUX

348	packages chinaware	Haviland & Co
20	"	H R Churchill
39	"	Herman C Kupper
45	"	Miscellaneous Orders

CHRISTIANA

9	packages toys	Geo Borgfeldt & Co
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COPENHAGEN

52	packages glassware	L Straus & Sons
10	"	J Palme
81	"	F W Woolworth

LIMOGES

106	packages chinaware	Theodore Haviland & Co
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LIVERPOOL

4	packages earthenware	Bawo & Dotter
22	"	L Straus & Sons
1	"	W H Plummer
11	"	R Slimmon & Co
11	"	Fondeville & Van Iderstine
8	"	George Hamilton
6	"	Ed Butler
19	"	E Boote
7	"	W S Pitcairn
6	"	Strobel & Wilken Co
31	"	Miscellaneous Orders
7	glassware	Meakin & Ridgway
16	"	W S Pitcairn
5	"	Miscellaneous Orders

LEGHORN

7	packages earthenware	H Creange
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ROTTERDAM

33	packages earthenware	Geo Borgfeldt & Co
25	"	Lazarus & Rosenfeld
20	"	L D Bloch & Co
20	"	Bawo & Dotter
51	"	Miscellaneous Orders
47	glassware	Graham & Zenger
65	"	Miscellaneous Orders
86	toys	B Ilfelder & Co
62	"	F A O Schwartz
30	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

HAMBURG

9	packages earthenware	Jones, McDuffee & Stratton Co
7	"	R F Downing & Co
32	"	American Express Co
40	"	F W Woolworth
21	"	First National Bank
5	"	L E Knott Apparatus Co
2	"	Jordan Marsh Co
17	"	Patterson Wyld & Co
1	"	W N Proctor & Co
1	"	Chas Emerson & Son
1	"	E A Runnells & Co
33	"	L Wolf & Co
67	"	Geo Borgfeldt & Co
83	"	Miscellaneous Orders

ANTWERP

31	packages earthenware	Jones, McDuffee & Stratton Co
9	"	Stone & Downer Co
93	"	R F Downing & Co
1	"	American Express Co
1	"	Houghton & Dutton
58	"	Geo Borgfeldt & Co

GENOA

3	packages earthenware	R F Downing & Co
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NAPLES

packages earthenware	Stone & Downer Co
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Among the Potteries

East and West

East Liverpool and vicinity. In order to procure protection for all exclusive dinnerware treatments that the company will hereafter place on the market, the

Smith-Phillips China Co. this week announced that two of the patterns which would be added to the line soon would be patented. It is asserted by the officials of the company that in doing this the copying process will be eliminated. Last fall the company offered cash bonuses to those who submitted color sketches of dinnerware patterns and whose work was finally selected. Mr. Rawlings pulled down two rewards. These designs have been patented, and they will be shown on the plain "Princess" shape of this company.

J. W. Moorehouse, with the May Co., Cleveland, O., was in the district during the last week buying for immediate shipment. Another buyer in the district was T. B. MacKenzie, of Freeze & MacKenzie, of Winona, Minn.

The patented Grill plate of the Taylor, Smith & Taylor Pottery Co., which is shown in two sizes, is having a sale far greater than anticipated by the sales department. The smaller size is used for a business men's lunch, while the larger size is used for quick service in Hofbraus. The decorative scheme on these items are attractive ones. W. L. Smith, Jr., superintendent of the company, was recently elected a member of the city council of Chester, W. Va.

Thomas A. Hibbins, of this city, with others have formed the Decorative Supply Co., and have taken over the decal and color business of the J. Gates McCoy Co. Because of ill health, Mr. McCoy was compelled to give up all kinds of business, and has retired to a farm in Pennsylvania.

At a recent meeting of the Western Standing Committee the following settlements were recorded. The making of a bowl from the Hall China Co., at seven and one-half cents per dozen. A dish from the Sebring pottery settled as a pickle. An eleven- and twelve-inch nappy was referred back to the firm

and its clay workers for final adjustment. Another meeting of the committee is planned for April 29.

Election of officers of the National Brotherhood of Operative Potters this year and hereafter will be by referendum vote. Ballots have been sent to all locals. Voting will commence the first meeting night in May. President Edward Menge of this city has no opposition. Every other office has opposition. The result of the vote will not be announced until probably the latter part of May. The annual convention will be held as usual in Atlantic City in July. A general Potters picnic will be held here in June, according to present plans.

All plants of the Homer Laughlin China Co. are working full time, and the wheels of the largest individual pottery concern in the United States are turning. Business conditions with the company are pronounced excellent, and the future presents a rosy outlook. W. E. Wells has returned from a brief trip to the eastern territory.

George C. Thompson, of the Thompson Pottery Co., is making an active campaign in the Eighteenth Ohio district congressional contest, and during the last fortnight has put in some telling "licks". This is the first time that a pottery manufacturer has made the race for this office, and as a matter of course the trade will give Mr. Thompson loyal support.

The Patterson Foundry and Machine Co., and the kiln-building firm of Gamble & Bryan of this city, have received contracts for the machinery and kiln building of the Bohemian Art Pottery Co., at Falls Creek, Pa. Construction of the plant has been started, as recently noted in the JOURNAL. Lee Goldstein, of Philadelphia, is in charge of building the plant.

"We are more than pleased with our business this season, and it looks as if 1912 would be at the top of the pile," declared president Harry D. Steubenville, O.

Wintringer of the Steubenville Pottery Co., to the JOURNAL. "We are operating to capacity, and crowding efforts in order to get all business out according to shipping instructions." James B. McHugh, western salesman for this company, has started West after spending several days at the home office.

✕

The Federal court has appointed Springfield, Ill. Joseph W. McIntosh, of Monmouth, Ill., as auxiliary receiver for the properties of the Western Stoneware Co., of Portland, Me. The properties consist of two plants at Macomb, two at Monmouth and one at Whitehall, Ill. In the United States District Court for the District of Maine on March 8 Isaac W Dyer, of Portland, Me., and Joseph W. McIntosh, of Monmouth were appointed the receivers. Judge Humphrey fixed the bond of McIntosh at \$25,000. The creditors, in their petition for a receiver, alleged that the Western Stoneware Co. is capitalized at \$1,750,000, and that the plants are worth \$1,500,000, and the stock of manufactured goods and raw materials were valued at \$185,000. The company has a bonded indebtedness of \$350,000 and other indebtedness to the amount of \$165,000.

AS much energy as you spend in watching your competitor's business—just so much less will you have for pushing your own.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Mar. 23 '12	Correspond- ing period 1911	Exports Jan. 1 to Mar. 23, '12	Correspond ing period 1911
Boston	109	165	1797	2000
New York	369	204	1769	2278
Baltimore	358	443	2346	2916
Philadelphia .....	....	98	720	1208
New Orleans.....	9	....	194	245
Newport News .....	....	....	45	26
San Francisco ..	11	....	327	18
Portland (Me.)..	28	31	395	465
Galveston .....	....	13	147	374
Portland (Or.)..	7	....	44	....
Inland Points	5	68	142	605
Total	896	1022	7926	10135

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

to	Shipments week end'g Mar. 23, '12	Correspond- ing period 1911	Exports Jan 1 to Mar. 23, '12	Correspond ing period 1911
New York	369	188	1845	2125
Boston	109	165	1794	1937
Philadelphia....	....	98	720	1147
Baltimore ...	358	443	2346	2911
San Francisco .	11	....	327	18
New Orleans. .	9	....	197	194
Portland (Me.)..	28	31	420	333
Galveston ..	....	13	147	374
Newport News .	....	....	45	26
Portland (Or.)..	4	....	44	...
Inland Points	6	33	160	198
Total	897	971	8048	9263



ROESSLER & HASSLACHER CO.'S EXHIBIT AT THE CLAY PRODUCERS EXHIBITION AT CHICAGO.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. Tobe Blumenthal, of Mexico City, Mexico, a well-known glass salesman, and who is also well known in the pottery districts is spending a "vacation" in the Pittsburgh district. Mr. Blumenthal says he don't know when he will go back. He is representing Ripley & Co., and the Mononga Glass Co., in that country. "Things don't look good there," he said to a Pittsburgh glass man, when he was at the Ft. Pitt Hotel a few days ago, "and as there is no business moving I thought I might as well come home for a spell."

Report is current in the district that ere long a well known glass factory will change hands, and that Pittsburgh parties will take over the property. It is possible that this deal will be closed within the next month, although no definite information on this score can be obtained.

L. A. Fletcher, a well-known glass factory man, this week assumed the business management of the Byesville plant of the Cambridge Glass Co., of Cambridge, O. Until last January Mr. Fletcher was located in Boston as the representative of the Duncan-Miller lines, and during January he came here to become associated in the agency, business with B. E. Pritchard. This connection terminated last Saturday. On Monday Mr. Fletcher went to Byesville where hereafter the plant will make a specialty of thin blown and paste mold work "Larry" Fletcher is well known in the trade and his host of friends wish him success in his new position.

Additions are constantly being made to the display jar lines of Ripley & Co., and a considerable amount of special mold work is now being done in these lines for a number of concerns. The new rotary device which the company has placed on the market, and which was described exclusively in the JOURNAL a fortnight ago is being sought by many jobbers and dealers, and as a result the patented device is expected to have a large sale.

Glass salesmen have many experiences, but that of W. I. Campbell, of the United States Glass Co., a

few days ago was a thriller. He was on his way North from the southern trip and a short distance out of Memphis his train ran into a washout. The engine was ditched, and the mail cars went into a swollen stream. Mr. Campbell was shaken up and bruised a bit, but not otherwise injured. His sample trunks, however, are somewhere in the mud—he does not know where. The company is showing a new light cut tumbler which has already given evidence of being a popular pattern. J. C. Walker has started on a trip through Pennsylvania.

Announcement has been made by the Monongah Glass Co. that a new line of lime glass blown ware has been placed on the market by that concern, and the first samples have been shown in the local district. A full line of blown ware is being made in this glass.

The new ruby and ivory oil lamps of the Pittsburgh Lamp, Brass and Glass Co., which were recently added to the large assortments of this concern, have proved to be very popular numbers.

Manufacturers of packer's glassware assert that business in starting off with a rush this season, and that advance orders indicate a big year's business.

Paul Beck, of the Baltimore Bargain House, was among the buyers visiting the district last week. John P. Hackenberg, of Milton, was also here.

Joseph C. Rent, salesman for the Duncan-Miller Glass Co., believes that the name of his firm should always be kept before the buyers. With this end in view, Mr. Rent has recently distributed desk blotters among the buying fraternity, upon which his name and address is printed, and also that of his firm.

The Pennsylvania Glass Co., with sample rooms in the McCance block this city, has added several new shapes in lighting glassware to its line during the last fortnight, and a variety of new treatments are also shown. R. S. Geise is in charge.

Announcement has been made that Newark, O. the General Electric Co., of Schenectady, N. Y., has purchased from the Holoplane Glass Co. all rights to manufacture and sell Holoplane reflectors in the United States and its possessions, and also intends to consolidate with the present Holoplane lines the ornamental lighting glassware now manufactured by the Fostoria Glass Specialty Co. No immediate changes in the plans of the organization are expected.

AT BOSTON.

THE trade in Boston and adjacent territory have enjoyed a pleasing Easter business in general, and are looking forward to early increased Spring sales, which, from the large number of visiting buyers, bid fair to be all that could be desired.

Emil A. Dunse, employed by the Grueber Pottery Co., at East First street, South Boston, committed suicide Sunday by drowning in the harbor. A life preserver was thrown within his reach, but he refused to grasp it.

Ellis Collier is now conducting the Andrew Square Department Store at 192 Devonshire street.

Charles M. Acher, representing the Roseville Pottery Co., Zanesville, was at Young's this week with an attractive line.

A. H. Loehr, dealing in kitchen-furnishing goods, has an interesting display this week of brown ware and plank steak sets.

George A. Granville's sumptuous sample room is a magnet which draws buyers galore, owing to the great variety of lines there carried; Mr. Granville is always on deck with a beatific smile, which instantly warms the hearts of the buyers.

Paul M. Phillips, representing S. A. Weller, has received a new line of gray stoneware, which is noteworthy of buyers' inspection.

Salem has a new corporation in A. C. Titus & Co. Inc., manufacturing and dealing in housefurnishings, etc. Alonzo F. Titus, president and treasurer, Percy A. Atterton of Boston, and I. Diamond.

Augustus Weiscope Co. have an attractive window this week of Agate Nickel-Steel Ware.

Chase & Francis report business conditions excellent. Orders have already been booked for 100 gross of Prof. Hodge's fly trap for delivery this month. The trap is built on scientific principles, is

simple in design, but effective, which is the salient feature. Joseph L. Pindar, of the firm, is ill; the Boston contingent misses the jovial big fellow, who is universally popular.

H. M. Ford, of Mitchell, Woodbury Co., is confined to his residence with slight metatarsal trouble. An early recuperation is expected.

The local offices of Louis Wolf & Co. present a busy scene this week, being thronged with buyers anxious to obtain of their extensive line. John F. Cuffe has returned from a short Maine trip.

The Utility Novelty Co is now carried on by Fred H. Thayer and John B. Fitts at 114 Huntington avenue.

William H. Bush, of Springfield, representative of the Beaver Valley Cut Glass Co. and the Crystal Tumbler Co., visited the Boston coterie this week.

Another salesman in the Hub was C. T. Kenna, of Kelly & Steinman, with headquarters at the Parker House.

J. H. Venon was in the city last week with his popular china and glassware import lines.

Bradley & Franam, Inc., have incorporated for \$50,000, dealing in specialties.

James S. Dawes, representing the Westmoreland Specialty Co. and E. H. Sebring China Co., Sebring, O., has returned from a trip through southern Maine.

D. Weinstein, manager of the Boston offices of Morimura Bros., has received the complete line of china, toys, metal and lacquered ware, for immediate delivery. The entire import line of Easter goods for

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Salesman acquainted with the trade in Pennsylvania, New York and New England, by a pressed glass factory. Address Box 801, this office.

WANTED TO RENT.

66 WEST BROADWAY, corner Murray street, an exceptionally good, light salesroom and office, has 755 square feet, steam heat, electric light, passenger and freight elevators. Suitable for the crockery and glassware business. Rent very low. CRUIKSHANK CO., 141 Broadway, New York.

25 WEST BROADWAY, headquarters of the crockery industry. All large, light offices, especially constructed for the display of china, glassware and crockery. Elevator, steam heat. Rents reasonable. CRUIKSHANK CO., 141 Broadway, New York.

PUBLIC SALE.

IN pursuance of authority so to do and for the purpose of winding up the affairs of The William Brunt Pottery Company, we will offer for sale at public sale on the premises in the City of East Liverpool, Ohio, at ten o'clock A. M. (legal time) on Tuesday, April 16th, 1912, the pottery plant of The William Brunt Pottery Company, bounded by Walnut, East Third and College Street, in said city, and consisting of the real estate, buildings, machinery and other fixtures appertaining thereto.

Said plant as above described has been appraised at Thirty Thousand Dollars (\$30,000.00) and cannot sell for less than two-thirds of that sum.

We will also offer for sale at public sale at the same time and place, the movable equipment of said plant consisting of saggars, boards, molds, blocks and cases, tools and other appliances.

Terms of sale of plant: Cash preferred; but a reasonable time will be allowed for one-half of the purchase money; deferred payments to bear interest at six per cent per annum, and to be secured by first mortgage on said plant. All purchases of movable property shall be paid for in cash at time of sale.

This pottery has been in active operation until quite recently and is in good order and repair. An excellent opportunity is here afforded for anyone desiring to manufacture either white granite semi-porcelain or electric specialties. The pottery is what is known as a seven kiln pottery, having that number of full size ware kilns and other complement of decorating kilns and other requirements.

The undersigned or either of the attorneys named below, will be glad to give any further information upon request. Correspondence is solicited.

WALTER B. HILL, H. N. HARKER,
JASON H. BROOKES, W. L. SMITH,
Attorneys. Trustees.

FOR SALE.

EXCELLENT BUSINESS OPPORTUNITY.—Four Kiln Pottery Plant, in the East. Brick buildings, steam heat, gas and electric light. Fully equipped with machinery, stock of clays, etc., moulds for general ware line, decorating shop, kilns and material; everything complete for first-class plant, well arranged for efficiency and economy of operation. Good shipping facilities by rail and water to all points. Can be developed into good-paying proposition on tableware lines at small expense, or adapted to sanitary or electrical specialties at small cost. Plant can be put in operation at once. Now has valuable good will and established trade throughout the entire east and south and large local trade. Open for a proposition to either sell complete, rent or take stock in new company. Terms will be reasonable to the right party in either case. Complete description furnished on request, or plant can be inspected at any time upon application to Box 800, this office.

BUSINESS OPPORTUNITIES.

AN incorporated company, doing a retail china business in a prosperous manufacturing town within 100 miles of New York, owing to increasing business, require an active man with a little money. Address Box 799, this office.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

THE EDMONSTON STUDIO,
EAST LIVERPOOL, OHIO.

COMMERCIAL PHOTOGRAPHERS.

Specialists in work on china, domestic pottery, glass (cut, decorated and pressed), enameled ware and brass.

PROMPT SERVICE.

GUARANTEED WORK.

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MARTIN CHINA, Limoges, France.
 GUSTAFSBERG CHINA, Stockholm, Sweden.
 KOSTA CRYSTAL, Sweden.
 REIJMYRE GLASSWARE, Sweden.

The new import samples are ready for the inspection of the trade.

When you are in New York *take the Fifth Avenue Auto Bus*, get off at Washington Square, and come to look at them.

Your fare will be well spent.

J. H. VENON,
 SOLE AGENT
43 TO 51 WEST FOURTH ST.,
 Corner Washington Square,
NEW YORK.

season of 1913 has also been received. Mr. Charles Kaiser, who has been visiting the Boston headquarters, left April 6th for the Quaker City.

The new "Paul Revere" Colonial line of glassware of the Westmoreland Specialty Co. and a line of plain and cut vases for summer use have been received, and are offered at reasonable prices.

Henry Siegel Co. are conducting their annual spring sale of kitchen-furnishings, at which \$100,000 of merchandise is offered.

Buyers boosting busy Boston this week were: Mr. Illsley, with Barnard, Sumner & Putnam Co., Worcester; Mr. St. Louis, with The James Edgar Co., Brockton; E. E. Slocum, Pawtucket, R. I.; Thomas Keller, with Denholm & McKay Co., Worcester; George C. Peck, with Machler & Bourne, Pawtucket, R. I.; Mr. Frost, of Nichols & Frost, Fitchburg; Mr. G. Kline, with Wm. Smith Co., Hartford, Conn.; Arthur Ellis, with Almy, Bigelow & Washburn, Inc., Salem; George Reedpath, Lynn; George Alden, Brockton; William H. Rudderham, with Almy, Bigelow & Washburn, Beverly Branch; George W. Drury, of the George W. Drury Co., South Framington; Frank H. Dunmore and George E. Bruorton with The Shepard Co., Providence, and Mr. Wilson with George S. Colemad, Fall River.

ANNOUNCEMENT!

We are now in the Glass District.

RIPLEY & CO., Inc., manufacturers of Pressed and Blown Glassware, have moved their New York office and sample rooms to **32 Park Place**, and will be represented hereafter in the Metropolitan District by Malone & Nicholson.

PRESSED TABLEWARE.
 TUMBLERS.
 BEER MUGS.
 STEMWARE.

'Phone, Barclay 5059.

SHOW JARS.
 PROVISION JARS.
 GAS & ELECTRIC SHADES.
 SPECIALTIES.

CROCKERY & GLASS JOURNAL

NEW YORK, APRIL 18, 1912.

THE CONDITION OF BUSINESS.

A slight improvement is noticed in the New York trade this week, some of the wholesalers getting very fair orders in the warerooms, while the men on the road were finding a better business wherever the weather was seasonable. Perhaps one of the most gratifying signs of the times is that people are in a great hurry to get goods. When they order, almost in every instance, they say rush the goods and early as it is, people who placed import orders for the fall business, are beginning to inquire if they may have their goods sooner than their orders specify. This shows that people are running as close to the wall as they possibly can, in the matter of stocks. It is short commons indeed when if they sell to day, retailers have to send to the wholesalers for a large proportion of the goods needed, what they will do later on, if there should be a fair average business, is a question which concerns them very closely. Another good sign is the diversity of the orders. About everything that is made of clay is called for during the week. It may be the smallest possible quantity, but yet it shows that the "market is broadening" as the phrase goes in financial circles. Our reports from the domestic factories also shows a marked increase in orders. Very much the same condition prevails in American goods, as the hurry up clause goes with most of the orders.

The potteries are working full, as are the glass factories, and with the latter, those making blown goods are pressed to their utmost to keep up to demands. There is another revival in the demands for cut glass, because it is so popular for wedding gifts and card prizes. There is also an increased demand for prizes for out door sports. Warm spring weather has had a very good effect on the retail trade and while it is not as good as could be desired, there is unquestionably an increasing demand, and special sales have brought out very many buyers. The rural districts find more business day by day and are busy. Summer resorts are calling for their usual supply, and a good season is anticipated at the seaside resorts as bookings for accommodations, both in the hotels and cottages, are better than they were last year at this

time, and this in spite of the fact that the season is a month late, this is evidenced by the tardy growth of spring flowers. Those who have occasion to cross our own City Hall park, notice that the tulips are only just beginning to bloom, where as last year by the middle of March they were in full flower. Prospects for the future brighten with every day that comes. The textile strikes have virtually been settled and there is every indication that an amicable adjustment of the coal difficulties will be reached.

The boom goes on in Wall street and the steel manufacturers are working almost to capacity; dry goods trade is improving steadily; hats, boots and shoes are in great request and it is reported that milliners have had the greatest season in their history. The boiling political cauldron has comparatively small effect on merchandising in spite of the evil doings of politicians. People must eat and drink; and must have vehicles for those purposes. They must wear clothes and seem to have money for amusements.

There has been more or less apathy experienced in the glass trade during the last ten days, due, it is said, to the unseasonable weather. Orders have been fair one day and slow the next. This condition has prevailed for a week or more. True, there is some business moving, but the manufacturers would like to see a greater volume. What demand there is, appears to be for the general lines.

Slight complaints were heard in some parts of the western pottery district during the last week about business. A few manufacturers asserted they were crowded with business, others said trade was slow, and still others that it was just fair. That a division of opinion exists, there can be no denial. There are three plants in this district idle. One of these expects to resume soon.

AT BOSTON.

W. N. PINGREE, Boston manager of the Tajimi Co., has received a new line of Japanese silver-metal boxes, picture frames, novelty and vanity boxes, etc., which are proving very popular with the trade. M. A. Fuller, salesman, whose penchant is ardently supporting the Boston Nationals, reluctantly tore himself away for a two weeks' trip down the Cape, though he well realizes the team will be liable to lose without the inspiration of his presence. Mr. Pingree reports general business as quite encouraging.

Miss Nellie Mulvaney, for eight years assistant to Geo. A. Granville, and well known among the New England trade, has resigned her position, departing on the "Arcadia" Saturday for Kingsland, Bermuda, where she will remain for an extended period.

Mr. Wallace, Boston representative of the United States Glass Co., is quite optimistic about early increased Spring sales; Mr. Lovell, salesman, has returned from a trip through Connecticut territory, with pleasing orders.

H. P. Muirheid, representing Maddock & Miller, New York, was in town this week.

The trade will be glad to be appraised of the recovery of Joseph L. Pindar, of the firm of Chase & Francis, from his recent illness, who is known from Seattle to Bangor.

Ed. E. Wilgus, representing the Buffalo Pottery Co., has returned from a western trip, opening at Young's this week.

Julius I. Baer, with Louis Wolf & Co., is at the New York office this week. John F. Cuffe, is covering central Massachusetts this week. The import display of toys and china is more complete than any former year at this time.

George W. Beals, representing the Quaker City Cut Glass Co., Goodwin & Kintz, and other well-known companies, is visiting central Massachusetts this week. Mr. Wellington, salesman, is enjoying success in adjacent territory.

Bigelow & Kennard held the formal opening last week of the second section of their magnificent new building, corner of Washington and West streets.

Alex Fraser, representing the Rochester Cut Glass Co., visited the local trade last week.

Thomas Barker, buyer, housefurnishings, Jordan-Marsh Co., has returned from a trip to the "Greatest City."

The R. A. McWhirr Co., Fall River, extensive purchasers of glassware through Asa A. Mills, treasurer, reports net assets of \$372,058.

Geo. K. Marshall, with Fostoria Glass Co., is covering Maine territory this week.

James M. Uniack, representing the Hurt Cut Glass Co., Corning, N. Y., is making his headquarters at Young's this week.

Harry Alex, of New Britain, Conn., was a buyer in town this week who bought freely. Mr. Alex has just purchased a new building and moved therein, and is stocking up with a complete line of china, kitchen furnishings, etc.

Eben D. Jordan, head of the Jordan-Marsh Co., will tour the continent during the next three or four months, leaving New York April 30th on the Laconia.

The Eaton Outlet Co. is now carried on by Paul S. Eaton and David B. Graves.

W. B. Kemp, buyer for the J. S. Bailey Co., has departed Gothamward. The new five to fifty-cent establishment of this house at Springfield was formally opened Thursday. The result of the first day exceeded expectations. Mr. Bailey personally attended the opening, and was gratified at the volume of business attendant.

Mr. Hayward, representing the Japanese Importing Co., New York, is in town this week.

Buyers boosting busy Boston this week were: George Moyr, with J. Samuels & Bro., Providence; Mr. Laviska, with P. B. Magrane, Lynn; Mr. Borgen, of Plymouth; Oscar Davis, for J. R. Libbey Co., Portland, Me.; Joseph Machler, for the Senegal, Peck Co., Pawtucket; Harry Alex, New Britain, Conn.; Mr. Stewart, of the Stewart Co., Holyoke; Geo. Bruorton, the Shepard Co., Providence; James E. Bostock, of J. E. Bostock & Co., Taunton; George W. Alden, of the Geo. W. Alden Co., Brockton; David Dickson, of Lowell; Mr. Holliwell, of the C. T. Sherer Co., Worcester; Geo. W. Drury, South Framingham; Mr. Bodwell, of Burroughs & Sanborn, Lynn; Frank Smith, for the A. G. Pollard Co., Lowell; Frank H. Dunmore, the Shepard Co., Providence, and C. H. Stacy, of Waterville, Me.

OIL FUEL FOR GLASS TANKS.

ACCORDING to the "Terre Haute Star", Turrer Bros., of that place, have been firing tanks with oil with very satisfactory results. It is claimed that the glass is better melted this way than with either gas or coal and the expense about the same as for gas. A new burner was used.



MERCHANDISE DEPARTMENT.

[This department is started in the interest of buyers who may not be able to get around to all the manufacturers' showrooms, yet are looking for special goods that are bargains. Nothing will appear here that has not some special or attractive feature, the main one being price. The offers will be numbered, and in writing to the "Merchandise Editor" for particulars please quote the number of the item that you are interested in.]

ON SALE.

- A 7—130 Large leaded glass domes, electric portables complete and various sizes of smaller leaded glass domes and shades. This is an assortment of manufacturers' samples of more than ordinary merit, and if sold at usual retail price should fetch over \$2,200. The whole assortment is offered at the ridiculous figure of \$350 for cash. f.o.b. New York, package extra. Here is a chance for some enterprising manager of a lamp department to put on a sale of extraordinary values. We are surprised that no one has taken advantage of this offer. Never before was so great a bargain offered. Perhaps it is a little large for one man to handle. If five men were to take a fifth each, which would cost \$70 for twenty-six pieces, on an average of \$2.69 each, this would clean up the lot and give each man an opportunity of making a good showing in his department and an excellent profit for his firm.
- A 19—A very large and reputable china house has been offering 700 dozen fine quality English Bone China tea cups and saucers, that cost from \$1.75 to \$8.00 per dozen, at the very low figure of \$1.50 per dozen. This is an extremely good bargain, and it is not necessary that they should be sold in one lot, as our subscribers apparently think. An order for any quantity of assorted patterns will be accepted. We predict a speedy re-order from any buyer who takes a trial lot.
- A 20—An exceptionally attractive ten-cent assortment. The smallest is a six-inch flat plate. The following is the make up of the composition. Twelve doz. each seven-inch flat plates, seven-inch deep or soup plates, eight-inch salads, six-inch flat plates, four doz. each 3os bowls and ten-inch cakes, twelve doz. teas and saucers, four doz. each nine-inch dishes, six inch bakers and 36s jugs. The cost of this assortment for eighty doz. is \$62 60, or equal to 78¼ cents per doz. A trial order for twenty doz. will be accepted. Twelve fast selling patterns to choose from.
- A 25—A large manufacturer has twenty and one-half gross of quart water bottles, blown glass, fluted pattern, to clean out, at \$8 per gross. New York freight allowed.
- A 26—Forty gross each of two patterns, fancy design pint decanters with stoppers at \$6 per gross.
- New York freight allowed. Both these lines are bargains to any one, and will make an attractive showing for a special sale. Goods are packed in six-dozen cases, so can make sample shipments if desired.
- A 27—A new toilet set, the "Hero" shape, has appeared on the market with a handsome chrysanthemum decoration, plain print, blue, green, brown and dove colors, 9 pieces at \$1.35, with covered jar \$2.35; These are regular goods first selections. This is one of the new things that you should know about.
- A 28—An old established conservative house that rarely makes special concessions in price, offers the following, which is really an unusual "bargain." They have in stock ready for immediate shipment ten packages of fancy table dishes Limoges china of one of the oldest and best known makers of that ware. Each package contains: two bread trays, two berry bowls, one covered buckwheat dish, two comports, three cake plates, one chop dish, one chocolate dish, two celery trays, two jelly or olive dishes, two milk mugs, one low nappy, three lots one-half dozen plates five and one-half inches, two lots one-half dozen plates seven and one half inches, two spoon trays, two olive saucers and four lots three teas each. All of these assorted in shapes and decoration and of fancy styles, floral designs with full stippled gold edge, no two pieces alike, excepting the teas and plates. The regular open stock re-packed price for this assortment is \$32.-39; are offered at \$16.00, the package. "Net cash and no charge for package or cartage" or the entire ten for \$150.00
- A 29—One of our subscribers has an assortment of covered glass steins with rock crystal cuttings, enameled colorings and colored flashing. He has three or four dozen, usual import price is \$2 to \$2.50 each. He will sell at a \$1 each.
- A 30—Thirty dozen iridescent glass sherbets, imported, can be bought at \$1.25 per dozen, delivered in New York, no charge for package. The regular import price of these is \$1.75.
- A 31—One subscriber offers sixteen inch Japanese vases, regular body, grape decoration in two colors and plenty of gold, with tint background. They have two handles. These are offered at 90 cents each, no package charge. The regular import prices is \$1.10 each. They are packed twenty-four in case and will be delivered f.o.b. destination.
- A 32—Another subscriber has four gross assorted miniature birds in flight for wall pockets. They are made of earthenware and are colored to imitate nature in a most artistic manner in six different shapes. Regular price for these is \$36 a gross. He will sell at \$24 a gross. Samples may be had on application.
- A 33—This is something that our subscribers should know about: A Dutch Tea, coffee or chocolate set, comprising one two-quart pot, six full-sized cups and saucers, all decorated with Dutch figure

designs and wide blue bands. Each set packed separately in a corrugated carton, twelve cartons to a crate. No charge for package, f.o.b. East Liverpool \$12 per dozen sets. A colored lithograph will be sent on application.

The numbers that have been taken out this week have either been sold or options have been given to prospective purchasers. Buyers, in order to avail themselves of these offers, should lose no time in making applications for data, and thus get the first bid for them.



MERCHANDISE WANTED.

Many quotations have been received this week for the lines advertised in this column, and have duly been submitted to the firms making the inquiry. Should the prices and goods interest them, communication will doubtless be made direct. New requirements that have come to us during the week are enumerated below. Anyone, whether subscribers, advertisers or just a plain reader is entitled to put in a bid for any number that he can figure on. There are no strings to this department.

- 19—25 packages of ten-cent assortments of dinnerware, border patterns.
- 23—wanted barrel assortments of housefurnishing novelties.
- 28—prices on assorted line of jardiniers and pedestals.
- 37—We have an inquiry for glass dishes, eight-inch ten-inch twelve-inch, diameter; one and one half inch, or more deep. The bottom of the dish to be flat and the sides at right angles or nearly so. These are for mounting purposes.
- 38—A manufacturer is looking for a quantity of china or earthenware discs of various sizes for coasters and trays. Send in your bids and quantities at immediate command.
- 43—A subscriber is in the market for a gross of cheap steins, from regular stock, or a line of import samples ranging in price from 25 cents to \$1 a piece, and measuring from six-inch to twelve inch, excepting cover.
- 44—A manufacturer wants a quantity of berry dishes of iridescent glass, fancy shapes, for mounting purposes. He will pay as much as 80 cents a dozen, and can use 150 dozen immediately.
- 45—We have an inquiry for a quantity of Electric fans, all sizes.
- 46—A subscriber is looking for fish globes in various sizes, for premium purposes, and will buy in large quantities. This deal is soon to close, so immediate action is recommended.
- 47—Here is an excellent opportunity for some enterprising pottery. A subscriber writes: I am wanting a price on gold band goods, to be shipped in assortments, can use from five to ten thousand during the months of August and September, if I can get the proper price.

We announced the fact in our "Merchandise for sale" column that a cut glass manufacturer had 262 pieces of cut glass slightly imperfect for sale. This brought so many inquiries that it has been impossible

for us to satisfy all would be purchasers. Only one firm could have this lot, yet six positive orders were sent in to us for it. If any cut glass makers having a lot of seconds or goods with slight wheel imperfections, will send in particulars to us, we may put them in touch with those who were disappointed on the other lot.

Many items this week have been withdrawn for reasons that they have been sold or the special term during which the offer was made, has expired. The inquiries that are coming in every mail, demonstrate very conclusively that this means of marketing special goods is not only popular but successful. Retail dealers having surplus stock or goods unsuitable to their market may find this department useful as a matter of exchange.

CONVINCING.

WE commend a perusal of the following letter which comes to us in the regular course of business. It is so pertinent that we take the liberty of publishing it.

HALLSTEAD, PA., April 17, 1912.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir—We acknowledge the receipt of your communications of yesterday in reference to two items in the Merchandise Department of your publication. Your two letters of the 15th also to hand. We have opened direct correspondence with the different parties at once and will advise you later of the result. The fact, that the inquiries came from the East, West, North and South, shows what a large part of the country the JOURNAL is distributed over. It also shows, that there is a good deal of business ready for "the man with the goods." We feel that the more the buyer and seller realizes the value of the Merchandise Department the more they will make use of its columns, to their mutual advantage.

We are forwarding samples of the desired articles to the Dohrmann Commercial Co and Wm. Doerflinger Co. to-day. Goods for Warren Hill Co. are going forward to day also.

While it will not be possible for us to make up another assortment just now, we are writing to the Steel Smith Dry Goods Co, of Birmingham, Ala., as well as to M. M. Cohn Co of Little Rock, Ark.; we may be able to interest these two parties in some of our other goods.

Very truly yours

THE HERBECK-DEMER CO.
Emil Herbeck, Pres.

THE Marietta Glass Mfg. Co., of Indianapolis, Ind., has announced that their plant will be shut down until May 1 in order to make some repairs. While the plant is idle it is the intention of the company to install an oil system to be used in melting glass. The company states that it has enough stock on hand to fill all their orders.

The New York Crockery and Glass District.

Bassett's letter writer takes up the new Buyers organization as his theme this week and manages very cleverly to introduce stock patterns in his epistles.

The Fostoria Glass Co. are now showing at their New York showroom a full line of new decorated lamps. There is a great diversity of designs at moderate prices, the standard of the decorations being much higher than usual. They include floral, conventional, figures, pastoral scenes and high art conceptions. The colorings are varied and artistic, and the values more apparent than ever.

Kennard L. Wedgwood, after next Monday, April 22d, will be installed on the twelfth floor of the new building, 71-73 Murray street, where he will show the lines from Josiah Wedgwood & Sons, Ltd., Thos. Webb & Sons, Ltd., and the Staffordshire China Co. The new wareroom is light and airy and well calculated to show the beauties of these fine wares.

The cut glass vase "Rosabel" being pushed by C. B. & J. Warner, the product of the Niagara Cut Glass Co., is well worth investigating. The design is good and workmanship excellent, with the natural result that the finished piece is as brilliant as cut glass properly finished should look. Prompt shipments can be made and for those putting in a stock for the wedding present season we can recommend the "Rosabel".

The "Goose trot" and the "Swan's glide" are the latest, and it is a foregone conclusion that they will soon be as popular as the "turkey trot." The two former, however, are not dances, but a new decoration of illuminating glassware just received by Geo. N. Blust from the Pittsburgh Lamp, Brass and Glass Co. The "Goose trot" decoration represents a flock of geese in procession on a green pasture, with a windmill silhouetted on the horizon. The "Swan's glide" decoration is an endless chain of swan gracefully gliding on the smooth, deep purple water. The reflection of the artistic shape of this aquatic bird is very naturally depicted in this design. These two

lines are made in all styles of electric and gas glassware. When Mr. Blust was asked if the buyers were ordering it, he remarked "Everybody's doing it".

Ferdinand Bing & Co., successors in all their history have never made so beautiful a show as they have to-day. Their lines include high grade pottery, glass, bronzes and marbles. They have specialties not to be found elsewhere and are carrying stock from which immediate deliveries can be made.

Robt. Slimmon & Co. are justly proud of the new "China" shape made by the Upper Hanley Pottery Co. It is a plain oval, and is shown, in both plain and illuminated prints, in flow blue and in a large variety of decal ornamentations. The shape has taken well and re-orders are coming in showing that the people like it.

The Goodwin & Kintz Co. have issued a new catalogue, No. 40, containing illustrations of their complete line of lighting fixtures, portables domes, etc., for gas or electricity. Any one sufficiently interested may receive a copy by applying to the home office at Winstead, Conn., or the New York office, 25 West Broadway.

L. Bernardaud & Co. have in stock about twenty chocolate sets, some breakfast and coffee sets, all of excellent decoration in fine Limoges china. These are regular goods, the advantage being that immediate delivery can be made, and import prices will be charged.

The J. D. Bergen Co. are showing some very excellent new designs in their New York showrooms, and Richard Kohn shows them to visitors with justifiable pride. The combination of engraved floral design with mitre cutting is beautifully carried out, and the multiplicity of special shapes that it is carried out upon, makes a very strong showing. The stemware, vases, electroliers, footed comports, etc., all show that great care is used by the workmen and much thought expended by the designers.]

IN TOWN

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- B L Goodkind, with Mannheimer Bros, c,g, St Paul, Minn. 320 Church St.
 E Bonnett, with D H Holmes Co, t, New Orleans. 19 East Twenty-sixth st.
 O L Patterson, with Carson, Pirie, Scott Co, c,g, Chicago. 111-115 Worth St.
 G H Guest, with Jordan-Marsh Co, hf, Boston 31 Union Square.
 D Saunders, with Siegel, Cooper Co, c, Chicago. Collingwood.
 R J Calm, Reading, H M Phillips, Pottsville, and A J Kline, Harrisburg, with Dives, Pomeroy & Stewart, hf. 2 Walker street.
 A E Ellis, with Almy, Bigelow & Washburn, hf, Beverly, Mass. 2 Walker street.
 W E Goodman, with O'Neil & Co, hf, Akron, Ohio. 2 Walker street,

THE BUYERS ASSOCIATION ENDORSED.

AS an indication of the favor with which the announced organization of The National House Furnishing, Crockery and Glass Association has been received, a statement made by A. R. Pritchard treasurer and general manager of the Lisk Manufacturing Co., of Canandaigua, N. Y., and president of the Pritchard-Strong Co., will be of general interest. He says: "I am deeply grateful for the honor conferred upon me in electing me an honorary member of your Association. I believe there is a splendid opening for such an organization, and I hope that you will meet with even greater success than you anticipate."

G. C. Gillan, who has just returned to New York after an extended trip through New England, states that buyers in every city he has visited universally approve of the Association.

L. T. Thayer, the buyer of china and housefurnishings with W. and A. Bacon, of Boston, Mass. writes: "I would ask for information in regard to the new Housefurnishing, Crockery and Glass Association, of which I see an account in this week's CROCKERY AND GLASS JOURNAL. Kindly give me what information you can, and also inform me how I can become a member. I wish the new organization every success."

A Schinagl, buyer of lamps, china, etc., for Simpson-Crawford of New York, writes: I feel honored by my election and shall be pleased to work on the Board of Directors. I will be happy to do anything I can to further the purposes of the Association. You are certainly deserving of a lot of credit in bringing it about, and I feel that you will be strongly supported by the trade."

Not only are buyers enthusiastic, but Edward F. Anderson of George F. Bassett & Co., of New York, states: "I am in full sympathy with the object of your association, and feel sure it will do a great deal of good. Any time I can be of service in the furtherance of your worthy object I will always be at your command."

Gilbert M. Smith, president of the Crockery Board of Trade, writes in a similar strain, and Mr. Henry C. Scofield, of C. H. & E. S. Goldberg, says: "It is needless to say that I shall do whatever is in my power to make your work a success."

An important feature of the work of the Association will be to provide members with hotel accommodations at reasonable rates, and also obtain special rates from the railroads as far as possible. Furthermore, the entertainment of visiting buyers, and the special attractions offered by the Association outside of the exhibition, which is provided at small expense out of the funds of the Association, add social features which have long been desired.

Membership in the Association is divided into two classes—active, which is limited to dealers, buyers and assistant buyers of housefurnishings, crockery, glass, and kindred lines. The officers of the Association are elected by the active members, and the policy dictated by the committees appointed by the Association. In addition, an associate membership has been provided to which all manufacturers, importers and their sales representatives are eligible for membership. Associate members will form their own organization, elect their own officers, and serve on the committees which control the entertainment and publicity branches of the Association so that every facility is placed in the hands of the manufacturers and importers by means of which, in co-operation with the Trade Exhibition Company, out-of-town merchants are brought to the New York market.

Secretary Wyman has sent out a booklet describing the objects of the new Buyers association devoted to the interest of the housefurnishings, crockery, glass and lamp trades. Every one who has any connection with these trades, whether a buyer or a manufacturer, should have received one, and if any one has been overlooked all he has to do is to write to Albert Wyman and the omission will be corrected. The Buyers association should be supported by every one in the trade. It has long been needed, and now that it has made its advent, don't hesitate to get in on the ground floor and be a member.

E. L. Lappington, formerly with the McCrum, Howell Co., supervising the sales end of the household specialties which they make, has been appointed by president Albert Wyman to look after the letting of space for the forthcoming National Housefurnishing Trade Exhibition to be held at the Grand Central Palace. Mr. Lappington was connected with the Brush Mop Co., in an energetic sales campaign which he carried through successfully, in fact, for seventeen years, this class of special work has been his strong

point. He has already engaged the services of five able solicitors and there will be very few housefurnishing manufacturers who will not be called up to exhibit.

AT CHICAGO.

THE week following Easter was a good one in the crockery and glass trade in Chicago, for both the wholesaler and retailer. The weather was an important factor in the increase of business. Buyers from the territory contiguous to Chicago have begun to arrive and by the middle of the month business will be in full swing. The big State street department stores were crowded with shoppers all during the week.

George W. Milligan, who represents the Garden City Cut Glass Co., has just returned from a trip through the State and reports a good business. Mr. Milligan is one of the most popular glass salesmen in this district. He is receiving congratulations from his friends for engineering a deal with Wrigley Co. to use his cut glass on all of their premiums. The deal was consummated recently and involved several thousand dollars, the exact amount not being given out.

William L. Curry who was recently elected president of the Pittsburgh Lamp and Glass Co. was in Chicago recently on a tour of inspection. Mr. Curry is one of the prominent capitalists of Pittsburgh.

T. M. Schollenberger, who represents Ripley & Co. in the western district, left on Monday last for a trip through the State.

"We have been doing a very good business," said Paul Fueslein local manager of Bawo & Dotter, Ltd. "The business that came just after Easter has been very encouraging and the buyers have been coming in at a rapid gait."

C. J. Roehr, buyer of cut glass and silver ware for the Bassett Jewelry Co., has returned from an eastern trip.

William Bartley, of the J. D. Bergen Cut Glass Co., says that their business had greatly increased since Easter.

With every available inch of floor space taken by exhibitors from all over the United States, preparations are complete for the first annual Household show which opens at the Coliseum May 2.

H. A. Orison, of Des Moines, Ia., called on the local trade last week, making several large purchases. He intends establishing a cut glass department in his store in Des Moines.

Frank Lehman, who has been associated with the A. C. McClurg Co. for a number of years in the capacity of general buyer, has resigned.

Walter Elms, crockery buyer of the Broadway Department Store, of Los Angeles, Cal., spent a portion of the week in Chicago.

Sig. Ackerman, who for several years has been connected with the Hotel and Equipment Supply Co., has severed his connections with that firm and has been succeeded by H. N. Busse.

The representative of Noyes Brothers & Cutler, of St Paul, spent last week in Chicago placing orders for his firm.

A. O. Fisher, of Norris Allister Co., has returned from a trip through Cuba and Florida.

Albert Sutton, a well known pottery man from Los Angeles, stopped in Chicago last week on his way to New York.

Among the out of town buyers who called on the local trade during the week were; A. Lichenstein, of Lichenstein & Green, of Tulsa, Okla.; Elmer Sterling, Bay City, Mich.; Albert Denning, of Denning & Co., Medicine Hat, Can.; Jacques Ferarez, of Quebec, Ont., and Joseph Cohn, of Abelen, Kan.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Mar 27 '12	Correspond- ing period 1911	Exports Jan. 1 to Mar. 27, '12	Correspond ing period 1911
Boston	552	702	1797	2000
New York	784	567	1830	2278
Baltimore	796	1302	2383	2916
Philadelphia	323	401	835	1208
New Orleans	47	60	194	245
Newport News	14	20	45	26
San Francisco	155	....	327	18
Portland (Me.)	133	92	427	465
Galveston	61	50	147	374
Portland (Or.)	18	....	44	....
Inland Points	54	326	142	605
Total ..	2937	3520	8171	10135

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

TO	Shipments week end'g Mar. 30, '12	Correspond- ing period 1911	Exports Jan 1 to Mar. 30 '12	Correspond ing period 1911
New York	214	169	2059	2291
Boston	31	237	1028	2174
Philadelphia	145	62	865	1209
Baltimore	204	108	2550	3019
San Francisco	11	1	338	19
New Orleans	19	8	216	202
Portland (Me.)	46	6	466	339
Galveston .....	....	2	147	376
Newport News .....	....	....	45	26
Portland (Or.) .....	....	....	44	....
Inland Points	2	....	162	198
Total ..	672	590	8720	9853

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp,
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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 18, 1912.

THE gigantic steamer Titanic struck an iceberg on Sunday night, going down shortly after. On board of her were so many prominent persons that the calamity becomes international. Mr. and Mrs. Isador Straus were among the passengers and it is almost certain that they perished. The whole crockery trade, both here and abroad, felt the loss deeply. The catastrophe was the absorbing topic of conversation all the week.

WOULD YOU BELIEVE IT.

A BUYER of a department store uptown was solicited for a year and a half to buy a line of ornamental goods without success, the excuse being that the house carried a similar line that were just as good, and besides nobody wanted that class of ware any more. Recently a young woman from that store appeared in the downtown wareroom and picked out four nice pieces, which she wanted sent up immediately. She was told that that would be impossible as no stock was carried in New York and the goods would have to come from the factory. It was then suggested that as long as they were shipping, would it not be well to order enough to make a decent sized package to save freight and charges. It then developed that the young lady was not in the china department, but was to have a millinery or some other kind of an opening the next day, and wanted to decorate her room. Much perturbed that she could not obtain what she wanted right away, she asked

where she would be likely to buy them, and was referred to three stores in her neighborhood. She did not like the idea of going to competitors to buy and pay retail prices, when her firm carried a crockery department, but as her mind was set on those particular goods, she was obliged to do it. Before she left the salesman asked her if she would convey his respects to the buyer of the china department and asked why if "his goods were no better than anybody elses and nobody wanted them anyway" why it was that his fellow buyer found them so good that she was willing to pay retail prices to get them, and why he had sent her to him.

PERSONAL.

ARRIVING home on Tuesday of last week, after being away exactly three months Christian Dierckx had some interesting experiences to relate. While on his European trip this year, he spent considerable time in Spain and Portugal, and brought home some very unique samples of Spanish and Portuguese pottery art. While in one of the provinces of Spain, he discovered an old potter who turned out some very good artistic pottery when he was not teaching school. He has about seventy pupils in his care, who pay more or less attention to his instructions, play marbles and wear their hats in school, as the fit takes them. It is hardly a school after which New York city would care to model its conduct. In his pottery he is assisted by girls, for the most part members of his own family, including nieces, etc., and it is astonishing, when the divergence of his employment of is considered, that he should turn out such excellent work.



A. Stolaroff, from El Paso, Tex., has been in the District for a week or so, placing orders among the various agencies. He left for home on Wednesday last.



P. J. Handel, president of the Handel Co., Meriden, Conn., was in town last week, and spent some little time with his New York representative, Chas. B. Konzelman.



C. H. Blumenaur, of the Jefferson Glass Co., was in town last week, in consultation with Fred Skelton, the New York representative of his firm.



Victor G. Wicke left on Thursday night for home, after spending about ten days in the city, going over important matters with Cox & Lafferty, the sales agents for the Imperial Glass Co.



Wm. B. Kemp, buyer of china and housefurnishing for the J. S. Bailey Co.'s five and ten cent store, Springfield, Mass., was in town last week buying for

the new establishment that they have just opened. Mr. Kemp's headquarters are at Boston.



Daniel Taylor was seen around the District last week, shaking hands with some of his old friends.



Ray Fiske, with the Consolidated Lamp and Glass Co., is in the New York office for a few days, awaiting the arrival of his new samples before he goes on the road again.



Thos. G. Jones will start his moving operations at the end of the present week, if the fixtures are all completed according to the promise of the contractor.



H. C. Bedlington, buyer for Goodwin & Co., Montreal, came from Europe on Sunday. He called on a few of his friends on Monday leaving for home Monday night.



Harry S. Clarke, with Robt Slimmon & Co., is in Chicago this week. His route for the next two weeks will include St. Paul, April 23-24, Minneapolis, 26-27-28, reaching Omaha on May 1st.



Edward Boote is a passenger on the Olympic, bound for Europe. When the S. O. S. signal came the steamer headed at once for the Titanic. He will have an experience to relate when he comes home.



Jacques Bernardaud, who has been making a somewhat lengthy visit to America, is booked to sail for home on the 25th. It may be, however, that he will have to stay here a few days longer.



Mrs. M. L. Churchill's smiling face and pleasing manner, after Saturday next, will not be in evidence to cheer up the down cast buyer, who has failed to secure enough pressed and blown glassware to satisfy the craving of his customers, for she leaves Thos. G. Jones' employ to accept a responsible position with a large corporation.



John Rohrbeck was in Philadelphia on Wednesday and Thursday of this week with his mirror plateaux and trays. He is a progressive business man and very few orders get by him, if he has the slightest scent on them.



A. G. Moment, representing M. Redon, came home on Friday and starts out again next Monday. He found a fairly good business on the road.



Geo. Anthony, who buys for Fred Loeser & Co., Brooklyn, was in the District this week. Speaking of the annoyance of filling matching orders, he said he had adopted a rule which was working well. He will not take orders for goods usually sold by the dozen for less than in half dozen lots. Big pieces

like meat dishes and covered dishes will be sold singly, but in plates, cups and saucers, etc., half a dozen must be ordered. Purchasers who do not want to take so many usually, will buy the single piece from stock goods, matching the decoration as nearly as possible. He recommends that all stores adopt the rule.



Fred Siem, with the Dohman Commercial Co., came home from Europe on the George Washington, landing on Monday. He passed through the ice floods and wrecked the Titanic. Five bergs were in sight at one time one day, three on one side and two on the other. The nearest were within 300 feet. The view was grand and everybody enjoyed the sight, but on reading of the disaster to the Titanic cold shivers ran down his back. He will leave for San Francisco Saturday.



E. A. Rood arrived in New York on Monday last at nine a. m. and lost no time in getting down to business in the crockery and glass district. Mr D. Rood buys fine china and cut glass for Foster Stevens & Co., Grand Rapids, Mich., and was accompanied by his assistant Miss M. B. Baker, whose judgment he consults when placing orders. The Gregorian is their headquarters during their stay here. During the months of January and February, business was exceptionally good with them. Mr. Rood is interested in a new slicing machine for hotels, restaurants, delicatessen and butchers stores, that is as efficient as any on the market, but considerably cheaper. He is desirous of meeting with the right people to market it in this part of the country.



Milton Meyer, of Geismer & Meyer, Hoboken, was an active visitor in the District on Tuesday.



J. M. Gayner, of the Gayner Glass Works, was in the city on Tuesday. He is much interested in the fruit jar situation at the present time.



J. R. Evans, of J. R. Evans & Co., Stamford, Conn., was a busy buyer in the District this week. His business, which he started last fall, is progressing most favorably. It is evident that Stamford needed a five- and ten-cent store in the locality that he selected.



Emil Brandies, of the firm of J. L. Brandies & Sons, Omaha, Neb., was among those not reported on the list of survivors of the Titanic disaster. He has a brother and a niece, Mrs. Irwing Stern, residents of New York.



Among those reported saved from the Titanic disaster are J. J. Flynn, buyer of housefurnishing goods for Gimbel Bros., New York; also E. P. Colderhead, buyer of sporting goods, toys, etc., for the same store. J. McGough, buyer of toys, is reported

not to have sailed although a passage was booked for him.



Thos. G. Jones has engaged the services of P. L. Penn as office man in the place of Miss Churchill, who leaves this week.



J. Guy Hawthorne's honeymoon was none the less sweet because it was short. His new duties claimed him and on Monday he was in charge of his department. Many callers dropped in to extend congratulations of a two fold nature.



S. V. Silverthorne is buyer of toys, fancy goods and silver ware for B. Nugent & Bro., St. Louis, Mo., and the papers have an R. Spencer Silverthorne among those rescued by the Carpathia. They may be identical.

THE TITANIC CALAMITY.

THE world is agast at the terrible calamity which overtook the steamer Titanic on Sunday night, April 14th, when she struck an iceberg, with more than 2,000 souls on board. The daily press has told the details. So many people were on board, among them persons prominent in the public eye, that the disaster reaches far and wide. Among the notables Isador Straus is not the least. He and his wife were passengers. They had been abroad for pleasure as was their custom on frequent occasions. Isador Straus was well known in crockery circles all over the world by his connection with both the retail and wholesale trades.

Mr. Straus was born in Rhenish, Bavaria, in 1845. His father, Lazarus Straus, founder of L. Straus & Sons, came to America in 1854, bringing his family, including the boy Isador with him. He settled in Columbus, Ga., starting in the crockery business with Lazarus Kohns, father of Lee Kohns. The Civil war ruined the concern. In 1866 they all came to New York and re-established the firm now so well known as L. Straus & Sons, Isador and Nathan being taken in as partners. Business grew and prospered, the firm paying all their back indebtedness which amounted to \$40,000 with interest added.

L. Straus & Sons was the first crockery concern to cater to the dry goods house, and their entry was really the beginning of what is now known as the department stores. They put a stock of goods into R. H. Macy's store in Boston. When Macy came to New York to open at Sixth ave. and Fourteenth st. they kept up their connection. Mr. Macy died in 1877, Isador and Nathan Straus with C. B. Webster took over the whole business in 1888 retaining their own interest with L. Straus & Sons. More recently they became connected with Abrahams & Straus. Oscar S. Straus, the talented diplomat, is a brother who had interests in common with his father and brothers, but relinquished them when he became commissioner

of labor. Isador Straus was educated in preparatory schools at Washington and Lee University. He has filled the president chair of the Crockery Board of Trade, of New York, and sat as director in several banks and financial institutions, was elected to Congress in 1893, was president of the Educational Alliance, vice president of the J. Hood Wright



ISIDOR STRAUS.

Hospital, a member of the Chamber of Commerce and one of the visiting committee to Harvard University, besides being interested in a large number of philanthropy societies.

Personally Mr. Straus has always charmed every body, a strong and busy business man but anybody who had business with him found it easy to approach him. At this writing it is probable that both Mr. and Mrs. Straus have perished, although there is still hope.

PLENTY OF MONEY FOR ART.

IF the people of the country are too poor to buy dinner sets for common every day use, there are people who have plenty of money to buy art goods. At a sale at the American art galleries last week, a man named John Getz paid \$4,000 a piece for two Chinese vases and is reported to have said he would have gone \$2,000 more if he had had to. Another brought \$1,675 and a Monochrome bottle sold for \$1,275. A peach bloom amphora brought \$1,200. In two hours art treasurers brought a total of \$40,270. What a lot of commercial ware could be bought for that sum.

Among the Potteries

East and West

East Liverpool and vicinity. Western and southern buyers of domestic pottery, as well at pottery manufacturers, are interested in the publication of the new Western

classification freight sheet No. 51, wherein decorated pottery is advanced from second to first class. It has been explained by railroad freight men in this city that to a common point in Texas, for example,—Dallas or Ft. Worth, the new rate would be \$1.70 per hundred pounds, where now it is only \$1.36 per hundred pounds. There was so much opposition to the new rate on the part of manufacturers and buyers that a printed notice has been sent to all Pennsylvania freight agents that the proposed new rate is suspended until further notice, and that the old rates remain in force. The final results of the fights against the promulgation of the new classification is being anxiously awaited by every dealer in domestic pottery west of this district.

James Deens, sales manager for the D. E. McNicol Pottery Co., has returned from an extended western trip, and to the JOURNAL declared that the feeling among the buyers was more optimistic in the southwestern section than experienced for years.

Local pottery manufacturers have been advised that James M. Shaw & Co. have been awarded the latest navy department china contract at their bid of \$674.50. The contract was awarded by the Bureau of Supplies and Accounts.

C. E. Taylor, salesman for the Taylor, Smith & Taylor Co., was at the factory last week. He run down from Pittsburgh, where he was maintaining a display at the Ft. Pitt.

O. C. Walker has left for a western trip in the interest of the Limoges China Co., of Sebring.

More than ordinary interest is shown by domestic pottery manufacturers concerning the bill which has been introduced in Congress to prohibit the giving away of coupons or labels with tobacco, cigars, snuff or cigarettes. Thousands of dollars worth of American

pottery annually is being bought by some cigar and tobacco dealers as a premium deal, and the same can be said of cut glass. The passage of this bill means that hereafter this business will be eliminated.

Joseph Davis has started West for the Smith-Phillips China Co., opening in Cleveland, and is now due at the Palmer House in Chicago. The entire new lines of treatments on the "princess" dinner shape is being shown this trip.

Fred Kline, of Philadelphia, eastern salesman for the Warner-Keffer China Co., is spending a few days at the factory office.

Seasonable goods appear to be selling best with the western pottery manufacturers. As an illustration the demand for lemonade and ice cream sets is good, and some heavy orders are reported.

The Cartwright Bros. Pottery Co. is working every department to the limit. Orders are good, and the future activity of the pottery is assured for the volume of business now on the books. Dinnerware is a good seller with this firm.

Although a deal was expected to be completed ere this, no transfer of the property of the Columbus Pottery Co. has been announced. This plant is located at Worthington, just north of Columbus, and has been offered for sale in part or in whole from time to time. Several East Liverpool men had a deal cooked up to take over this plant, but at the last moment, there was a hitch, and the deal was then declared off.

W. E. Weber, who started this year with the sales department of the Warner-Keffer China Co., has recently become identified with the Radium Glass Co., of Millersburg, O.

The demand for Flow Blue treated dinnerware this season is admitted by many manufacturers to be the most extensive in years. Several local factories making these lines are of the opinion that sales will continue to increase as the season advances. A speci-

alty of this treatment is being made in short dinner sets.

City Auditor Richard L. E. Chambers, who on January 1 last entered upon his second term in office, resigned Wednesday night. He will succeed William A. Shaw as manager of the East Liverpool offices of Rudolph Gaertner Co., of New York, dealers and importers in potter's decals and supplies.

A business deal was terminated this week when Charles A. Smith, for \$50,000 sold his holdings in the Edwin M. Knowles China Co., at Chester, W. Va., to Mr. Knowles, J. W. Irwin, treasurer of the company, and Thomas B. Anderson, general manager. The company was formed twelve years ago and Mr. Smith was an original stockholder. In order to devote all his time to his public and Rock Spring park interests caused Mr. Smith to retire. The sale of this stock will create no other change in the management or operation of this well-known plant.

When the trustees offered the plant of the William Brunt Pottery Co., for sale, there were no bidders last Tuesday morning. Probably twenty or more men gathered about the plant, and for a time it appeared as if several bids would be offered. As a result, the sale was postponed until May 1, but at this writing the hour has not been set.

W. A. Shaw, for several years general manager of the East Liverpool office of Rudolph Gaertner, will leave here probably June 1 to become assistant general manager of the Cannonsburg Pottery Co., of Cannonsburg, Pa.



Architect R. L. Young is completing plans for the erection of a packing house and shipping room for the Great Western Pottery Co., and the construction will be of brick and steel, the only one of its kind in any western pottery plant. Secretary-treasurer A. B. Conradt, declares that trade with his concern is good, and that the improvements are absolutely necessary.

SAN FRANCISCO AND THE COAST.

THE members of the crockery and glass trade as well as most other dealers in the West have been slightly inconvenienced this week because of delayed shipments of goods caused by the recent floods in the Mississippi valley. The showers here since the first of the week are still further brightening the outlook for a prosperous year, as lack of rain has been a very serious problem this spring. Very few traveling men are out at present, most of them, having made their trips recently, will not be ready to leave again for several weeks.

The Nathan-Dohrman Co. is this week featuring blue china of all kinds. One large window is given over to the display, which includes blue delft ware Royal Dresden "blue onion" German semi-porcelain "blue poppy", English semi-porcelain "blue onion" "blue willow," "blue lome" and imitation "Copenhagen."

* *

Julius A. Young, manufacturers' representative, has just returned from a very successful trip to the southern part of the State.

* *

A. L. Conger, of the A. L. Conger Co., is expected back at headquarters the latter part of this month.

* *

The Springer Furniture Co. which has conducted a store in El Paso, Tex., for the past twenty-five years, has finally decided to go out of business because of the disturbed conditions in that part of the country. To that end they are closing out their entire stock, which includes a complete line of chinaware.

* *

Himmelstern Bros., of San Francisco, are offering a prize of \$500 to the salesman who sells the greatest number of dinnerware patterns from April 1 to December 1—the conditions being that re-orders for old patterns are not to count.

* *

A. A. Otte, coast manager for the Pittsburgh Lamp, Brass and Glass Co., left on April 9 for a six-weeks' trip through Oregon, Washington, Colorado and Montana. While he is away Clifton Lewis will attend to the local business.

* *

B. F. Heastand, coast manager for the Fostoria Glass Co., plans to leave about May 1 for a three-weeks' trip in the southern part of the State.

* *

Geo. Lynch, representing Lynch & Co., is a visitor in town this week.

* *

Mr. Buxbaum, of the American Art Glass Co., New York, is now touring the Pacific Coast. He will be accompanied by R. E. Keeler.

* *

H. J. Gute, manager for Manning, Bowman & Co., expects to leave the twentieth for a ten-day trip to Los Angeles, San Diego and other southern towns.

* *

Among the buyers in town this were: M. Iseman of Goldstein & Iseman, Visalia, Cal.; Mr. Kaser, of Davis & Kaser, Walla Walla, Wash.; Bert Merriam and Chas Reynolds, of the Geo. Reynolds Co., Riverside, Cal., and Mr. Akerly of Akerly & Ellison Vacaville.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity

Information has been received here that Harry Bastow, former manager of the Bastow Mfg. Co., at Weston, W. Va., is at the head of a new company which has taken over the Monarch Tile Property at Weston, and which will soon start the manufacturing of a high grade line of illuminating glassware and specialties. It is possible that the making of glass will be started on or about July 1. George Shields of Columbus, O., has charge of the remodeling of the plant.

* *

William A. Deidrick, president of the Deidrick Glass Co., of Rochester, Pa., who was at the Ft Pitt Hotel a few days ago, declared that the demand for blown tumblers was the heaviest he ever experienced. "When you get a concern started with your line and they are compelled to order continually in large quantities, or in other words they can't stop using your goods, you have got something going that is profitable. That's the way with our lines of gold decorated tumblers". The Deidrick plant is working to capacity, and future orders are very heavy.

* *

Walter B. Lindsay, salesman for Duncan-Miller Glass Co., Washington, Pa., died April 18. Funeral will be held April 20 from the residence of J. C. Boyd. Interment being in Allegheny Cemetery.

* *

There was joy in the offices of the Ripley Co., glass manufacturers a few days ago, when a morning mail brought in a large volume of business. It was the heaviest "order" mail the company ever received at one time since the offices were opened in the House building here. "That bunch of business with what we have will keep us going for quite a spell", declared secretary Frank Freese, as he scanned the volume.

* *

Bert Graser is completing the western territory that was covered by Walter Lindsay for the Duncan-Miller Glass Co.

* *

The United States Glass Co. is showing four new lines of one piece lamps this season, all manufactured with the new patented glass collar, and made at the local and Gas City, Ind., plants. The success of these

lamps last year will be more than duplicated this year, judging from the volume of business that has already been booked. All lines are shown in crystal. A feature lamp this season is a new library lamp, about the size of the "Jumbo" sewing lamp placed on the market a season ago, which is being shown with the chimney to match the bowl or with a shade effect. Illustrations of the entire lines will be ready for the trade within a few days, as cuts are now being made.

* *

Mr. Broll, in charge of the china and glass buying for the C. B. Rouss stores in New York was a visitor in the glass district late last week.

* *

It is remarkable how the demand for light cut ware keeps up. Manufacturers handling these lines are exceptionally busy, and orders have been booked far ahead, one factory during the last week receiving an order for 5,000 dozen of one pattern of light cut tumblers to be delivered June 1. Deep plated etched lines are moving nicely, while the new panograph lines are also having a large sale.

* *

Jobbers who placed large contracts for soda fountain glassware in January have started to order deliveries on these contracts. The initial shipments are larger in some instances than anticipated, while in some localities the initial orders are smaller than looked for. The bar supply business has picked up during the last few weeks.

* *

The Oriental Glass Co. reports an increase in inquiries for souvenir glassware this season.

* *

Glass manufacturers as well as pottery manufacturers who have had feature lines of souvenirs for the park and summer resort trade will regret to learn that they may have to cancel all business for souvenirs. The railroad companies in the Central Passenger Association, and the Inter State Commerce Commission now have the matter up, and it is likely that all excursion rates will be abolished. One summer park excursion agent, who by his books has had reservations made for over one million excursionists,

declared to the JOURNAL that "if this thing goes on, every park in the country will have to close and the seashore resorts will be hit hard, for all excursion rates will have to be cut out."

A PROGRESSIVE CROCKERY AND GLASS DEPARTMENT.

SINCE last November the crockery and glass department on the fourth floor in the Fourteenth street store, has presented an exceptionally bright and business-like appearance, and at no time could one wander through without observing very desirable goods at extremely attractive prices. The arrangement shows much thought on the part of those responsible for it and advantage is taken of prominent position to show the special things and of light spots for the fine goods. For instance, for half the length of the Fourteenth street side, facing the window, is a great array of dinnerware, both domestic and imported. Here a customer may select from dinner patterns, that run from the cheapest up to sets costing seventy-five dollars. Limoges, Austrian and domestic wares are arrayed so that each has a good display. The ornamental ware, Japanese vases, Austrian vases, enameled porcelain, utilitarian ware, such as brown and white cooking ware, are so displayed that each has due prominence. M. S. Kopf, who is the head of this department, is modest and says little about what he has done, but rather would dwell upon the fact that the store, with its great reputation among the consumers, is keeping its lead and that if through his efforts the crockery and glass department is helping along the good cause, he then is more than happy.

Mr. Kopf, when speaking to the JOURNAL's representative, expressed himself in terms of hearty approval of the "Merchandise Department". He considered it invaluable for the buyer and manufacturer, particularly for out of town people who do not have salesmen calling every minute of the day, as city buyers do. He also thought that many a manufacturer would sell a line of goods to some one he had never heard of through the new service. Mr. Kopf said it was the best thing he had seen started in the trade paper field and to keep it up would be doing a service to the trade. In order to show what he thought of it himself, he sat down and made out an order for one barrel lot advertised under A28.

BUSINESS BRIEFS.

Philip J. McCook has been appointed receiver for the Ruden Co. dealers in housefurnishing goods. Bonds \$1,700. Liabilities are stated to be \$12,000, and assets \$1,700.

H. G. Woolworth Co. will open very shortly a

new five and ten-cent store at Mt. Vernon, N. Y. The store is now being put in order for that purpose and orders are being placed right along.

To meet the demands of an increasing business, the building now occupied by Stewart & Co., at the northeast corner of Lexington and Howard streets, Baltimore, Md., is to be enlarged by an addition of three more stories.

A new process of making silver deposit ware has been discovered which dispenses with the acid bath and consequently cheapens the process of manufacture. At the price that some of these goods are now selling, with a cheaper method used to produce them, the five- and ten cent stores will soon have them on sale, which will have a bad effect on the better grades.

Lloyds five- and ten-cent store opened at Maynard, Mass., the week before last. Mr. Lloyd was formerly with the F. W. Woolworth Co., and is well equipped to run such a store. He was in the city last week purchasing goods from many of the agencies. To judge from the patronage that he has received since opening, it is a foregone conclusion that his store will be a success.

An electric flatiron, which also serves as a lamp,

Removal Notice!

Kennard L. Wedgwood

REPRESENTING

Josiah Wedgwood & Sons, Ltd.,

Thomas Webb & Sons, Ltd.,

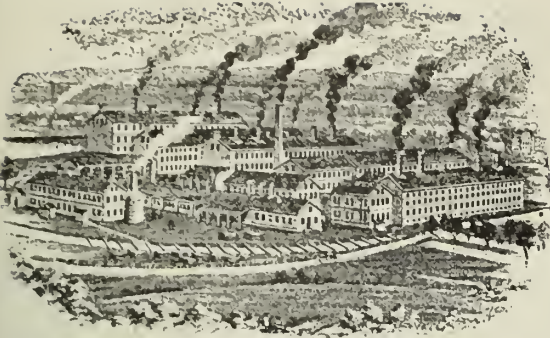
— AND —

The Royal Staffordshire China Co.

will remove about April 22d to

71-73 Murray St., New York.

The trade are invited to inspect the lines in their new surroundings.



BASSETT CHINA FACTORY.

AGENTS FOR
BURGESS & LEIGH }
PEARL POTTERY CO } ENGLAND.
JAMES KENT. }

BASSETT CHINA AUSTRIA.

A & D. CHINA FRANCE. ⁷
J. B. TOUZE & CO. "

GEO. F. BASSETT & CO.

IMPORTERS OF

DINNER WARE,

52 & 54 Park Place.

New York. April 18, 1912.

Dear Sir

When anything great is to be started, it has to be done with a lever, and the lever exercises great power, but the lever must have a fulcrum, and the fulcrum must be on a sound basis. Such being the case, then the power becomes invincible, and the fulcrum, for almost anything in this country is New York, and when the lever is to be used, it is brought to New York.

One of the best things that has been started in the way of leverage, is the new association called the National House Furnishing, Crockery and Glass Association. We prophesy it is going to be one of the best associations that has been started in the crockery and housefurnishing business in a great many years, and is going to exercise great influence in all parts of the United States. Judging by its membership and officers it is starting on a good foundation, and we prophesy its success, but it will be a greater success still if they recognize that one of the greatest things that will conduce to its benefit, is to have every buyer understand that the starting point is to put in stock patterns that come from THE DINNERWARE HOUSE OF AMERICA.

Very truly yours,

G. F. Bassett & Co.

has been patented by an inventor in Houston, Tex. The flatiron is made of glass and the heating element provides illumination as well as heat for ironing. The iron may also be placed upside down in a rack and used as an electric stove. The use of glass not only permits illumination from the heating unit but provides good insulation.

Every little while announcement is made of the discovery of sand which is the best ever discovered making glass. Usually it develops that it is good for nothing or only to make common green bottles. News from Arkansas, recently, asserts that a large tract of ninety-nine per cent. pure silicon glass has been discovered, but just where is not stated, beyond the fact that it lies on one of the highest points between St. Louis and the Gulf of Mexico.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

WANTED TO RENT.

66 WEST BROADWAY, corner Murray street, an exceptionally good, light salesroom and office, has 755 square feet, steam heat, electric light, passenger and freight elevators. Suitable for the crockery and glassware business. Rent very low. CRUIKSHANK Co., 141 Broadway, New York.

25 WEST BROADWAY, headquarters of the crockery industry. All large, light offices, especially constructed for the display of china, glassware and crockery. Elevator, steam heat. Rents reasonable. CRUIKSHANK Co., 141 Broadway, New York.

FOR SALE.

EXCELLENT BUSINESS OPPORTUNITY. — Four Kiln Pottery Plant, in the East. Brick buildings, steam heat, gas and electric light. Fully equipped with machinery, stock of clays, etc., moulds for general ware line, decorating shop, kilns and material; everything complete for first-class plant, well arranged for efficiency and economy of operation. Good shipping facilities by rail and water to all points. Can be developed into good-paying proposition on tableware lines at small expense, or adapted to sanitary or electrical specialties at small cost. Plant can be put in operation at once. Now has valuable good will and established trade throughout the entire east and south and large local trade. Open for a proposition to either sell complete, rent or take stock in new company. Terms will be reasonable to the right party in either case. Complete description furnished on request, or plant can be inspected at any time upon application to Box 800, this office.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

THE EDMONSTON STUDIO,
EAST LIVERPOOL, OHIO.

COMMERCIAL PHOTOGRAPHERS.

Specialists in work on china, domestic pottery, glass (cut, decorated and pressed), enameled ware and brass.

PROMPT SERVICE.

GUARANTEED WORK.

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CROCKERY & GLASS JOURNAL

NEW YORK, APRIL 25, 1912.

DEATH OF ISIDOR STRAUS.

WHEN we went to press last week there was no certain information concerning the fate of Isidor Straus and his wife who were passengers on the Titanic, which was sunk by a collision with an iceberg on Sunday night, April 14, in mid-ocean. Hoping against hope everybody waited the arrival of the Carpathia bringing the survivors and details of the wreck. The news was sad enough. They both went down with the ship, Mrs. Straus heroically refusing to leave her husband. She might have been saved as she was urged to take to the boat but would not, showing a loving fortitude and a courage beyond description. From survivors it is learned that they were both calm and resigned. Mr. Straus never for a moment thought of saving himself, while there were women who might be rescued.

His heroic death will remain a memory as long as men live. A man of great parts, he is a loss to the whole world. The poor of New York city will mourn him, the business men will miss him and his relatives and friends suffer a loss they will never forget. They were prostrated, when in uncertainty as to his fate, and during the time passed in waiting were unnerved and anxious. The news brought by the Carpathia only intensified their distress. The whole trade join in their sorrow.

A meeting of the Crockery Board of Trade was called for Tuesday afternoon. There was a large gathering about twenty-six being present John J. Miller presided and said:

This meeting is called for the purpose of taking suitable action concerning the lamentable death of one of our oldest and foremost members, Mr. Isidor Straus.

His life was an open book. We all know that his business career was a wonderful success, due to qualities of heart and mind that made him pre-eminent in the crockery world from the very first; in a remarkably short time he forged ahead and became one of the commanding figures in the business world of this country, known and respected by all as one of the highest types of the American business man.

In his personal life he had qualities that endeared him to all who came in personal contact with him.

He was known as a staunch friend and a wise counsellor by all who were associated with him in his many enterprises. And to sum up his life story, we can safely proclaim what all the world knows, that Isidor Straus lived a useful and worthy life and ended his career with a heroic death.

In the awful calamity that removed him from his country and friends there were many notable figures. From the evidence at hand everything indicated that there was more heroism displayed on that sad occasion than was ever recorded before in any similar event. I will not attempt to dwell upon the sad details, with which you are all familiar, except to mention that the actions of Mr. Straus throughout were the very essence of heroism. He was repeatedly urged to take a place in one of the boats when there was plenty of room for him, and it is sad to think that he has been lost to the world when he easily might have been saved.

As to his noble and devoted wife, what can we say about her excepting that her actions throughout were one of the finest examples of heroism and devotion ever recorded since the world began? They were truly a devoted couple and have gone to their rest together. May their memory be ever cherished, as it surely will be by their many friends and by their countrymen.

This organization can only extend to the surviving relatives our heartfelt sympathy in their great bereavement. Mr. Straus was our first president, it was largely due to his initiative and energy that this body was organized and maintained; he gave his time freely to further our cause, and it seems to me fitting at this time that we should call upon some of the oldest members, who were more intimately associated with Mr. Straus when he was active among us, as they can best testify to his many sterling qualities and to the loss which the china and crockery trade of this country have sustained. They can say best as to what action this organization should take to express to the world our grief and loss.

He then called on F. P. Abbot, who said: "I am sure it is a privilege to speak a word for a man like Isidor Straus. I consider that he was the brightest jewel in the crockery trade and if we could measure ourselves up to his standard as a man, a merchant, a friend, we would do well. He referred to Mr. Straus's efforts to bring order out of chaos, when an old organization of crockery men went out."

of existence,—because of troublesome times,—and his energy in bringing into existence the Crockery Board of Trade. As its first president he devoted much time and efforts with satisfactory results. He referred also to personal contact with Mr. Straus with reference to private affairs concerning the late Mr. Gager and spoke of his kindness in giving time and attentions to matters in which he had no personal concern. When advice was sought from him, by questions he brought out the salient points and was then equipped to give his advice, which was always good. He was a great man, he was earnest. Nothing was too small or great for him. Mr. Abbot spoke in a very touching manner of the heroic devotion of Mrs. Straus, of her loyalty to her husband and his loving kindness to her. An instance, a case where having called at the uptown store, Mrs. Straus came in. Every thing was dropped until he had greeted her. He was a courteous gentleman, a great merchant and a true friend. Mr. Abbott then said that if it were in order he would offer a motion that a committee be appointed to draft proper resolutions to be sent to the family and entered in the minutes of the association. This was done, and later a committee consisting of Messrs. Abbot, Bolton and Holbrook were appointed.

Mr. R. N. Bolton was then called upon and said, as the representative of one of the oldest houses in the trade, he could say their relations had been most cordial and after a few words in which he expressed his regret, he closed by saying, "Mr. Straus was an inspiration, which, in spite of the sadness of the present occasion, we must all feel."

W. S. Pitcairn said that he regretted that he did not know Mr. Straus better. His meetings with him being confined almost exclusively to the times when they were gathered together at the Crockery Board of Trade rooms.

James Davison said he had known him forty years and had nothing but pleasant recollections to recall and spoke of a conversation he had with him four years ago, when they met accidentally on Riverside drive. Mr. Straus at that time expressing his interest and esteem for the crockery trade and incidentally gave some good description of his philanthropic work. He closed by saying "I hold him in the highest esteem and I hold his memory sacred. He lived a saint and died a hero. I have never heard a word against him. His family life is something of which we must touch gently, but it was ideal. He was all that we could wish him to be."

E. F. Anderson said that we were here to pay homage to a great man and subscribed to all that has been said. He had known Mr. Straus since he was seventeen years old and related some business transactions to show that he was always honorable and upright, living to the letter up to his contracts no matter what they were. He spoke of the large number of beneficent causes in which he was interested and of

the fact that he and his firm were always open for a call in a case of clarity.

John Davison spoke very feelingly of his business relations with Mr. Straus and instanced his first sale to the firm in 1877, and to prove how much business they could do, on a certain line of goods, Mr. Straus insisted upon showing their ledger to him. He spoke of this as an instance of how Mr. Straus desired to act squarely.

C. A. Holbrook in adding his testimony made a point of the consideration in which Mr. Straus held his employees. He said on one occasion in speaking to Mr. Holbrook that the hardest thing he had to do was to discharge anybody.

Letters of condolence were read from Albert Vesta & Sons, Providence R. I., and M. Kirschberger. The whole meeting was pervaded by a solemnness and earnestness rarely seen even in gatherings of this kind.

Among those present were: John Davison, G. M. Smith, Robt. Slimmon, W. R. Noe, C. L. Dwenger, James B. Boote, E. J. Ridgway, K. L. Wedgwood, L. D. Bloch, W. S. Pitcairn, C. A. Holbrook, James Davison, Alex. Senai, E. Strobel, O. O. Friedlander, Geo. J. Pfeiffer, John J. Miller, W. W. Magee, R. N. Bolton, E. F. Anderson, H. R. Churchill, L. S. Hinman, Max Strench, M. Koscherak and Henry Witte.

In connection with Mr. Straus' death, we have received the following from Jerome Jones of Boston:

BOSTON, April 22, 1912.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir—Let me add my appreciation of Isidor Straus. Knowing him for many years as a crockery merchant, I was always impressed with his comprehensive knowledge. I regarded him as the ablest man in the crockery ware trade. He was up to the Jeffersonian test—honest, and competent." Having served on committees with him in New York and Washington, the latter while he was in Congress, besides having short calls from him when he visited his son, in Harvard College, led me to know him, his manner and methods. His heroic end on the Titanic, by his wife's side, is impressed on millions of readers.

While he was identified with the importation of ceramics in New York, it was only the beginning of his commercial standing. I read only last week in a Pittsburgh trade paper, an account of a dinner at East Liverpool, O., April 10th, at which, in alluding to the Straus family, the speaker said, "The family came to New York from Atlanta, forty years ago, and accumulated a colossal fortune by the importation of crockery." This statement is misleading, as the fact is that a large portion of the Straus fortune has been made in the large department store in New York, in which they are the chief owners, and not by the importation of crockery, which was only the beginning, or foundation of their commercial success.

If I may be allowed to reminisce, I compare him with another eminent merchant, Marshall Field,

who was born in a country town near where I came from. We became friends in early life, he starting in Pittsfield, Mass. Field, like Isidor Straus, had talent, founded on integrity and industry. Hardly a year in later years passed in which Mr. Field, and Mr. Straus, did not call upon me, or that we did not meet. I can reckon Isidor Straus and Marshall Field and the two most intelligent, all-round business men with whom I was acquainted for a long period of years.

JEROME JONES.



WALTER B. LINDSAY

The death of Walter B. Lindsay, the well-known glass salesmans which we announced last week, occurred at 5:30 o'clock the morning of April 18. Stomach trouble is believed to have been the cause. Burial was made in Allegheny Cemetery April 20, the funeral services being held at the home of his sister, Mrs. M. A. Boyd, the evening previous. About six weeks ago Mr. Lindsay, while in St. Paul, became ill, and in his company was W. H. Duval, of



WALTER B. LINDSAY.

the Bryce Bros. factory. It was arranged that "Walt" should enter a hospital upon the advice of physicians, who declared pneumonia had set in. He was removed thither in an ambulance, and in about ten days recovered, and returned home. A week before his death he said, "I'm feeling fine and eating like anything." A day or so later he took to his bed, never to rise again. Mr Lindsay was one of the best known glass salesmen in the country. For many years he was with the United States and the Heisey plants as a salesman, and his connection with the Duncan-Miller factory dates back many years. His popularity extended from coast to coast. He was a member of the Western Glass and Pottery Salesmen's Association.



MARY B. DITHRIDGE.

Among the sorrowful deaths, in this month of calamities, none is more sad than that of Mary B. Dithridge, wife of J. Duncan Dithridge, New York representative of Bryce Bros. Last Thursday night Mr.

and Mrs. Dithridge went out to spend the evening, they started to cross the street to take a street car; a speedy automobile, unseen by them came from the other side of the car, and struck her. Mrs. Dithridge suffered a compound fracture of the skull, a broken leg and internal injuries. She died at one o'clock on Friday. She was born in Auburn, N. Y., daughter of DeWitt Clinton and Cynthia Arne Benham. Besides her husband, she leaves her mother, and two brothers, one a clergymen in Baltimore, and the other a lawyer in Pittsburgh. Mrs. Dithridge was literary and musical, and had a fine voice. She was a member of the Fourth Presbyterian Church, of this city, was prominent in the work there, and for many years was secretary of its missionary society. She was also a member of the board of the Crippled Children's Industrial Home. The funeral was held in her home on Monday. Interment at Woodlawn. The chauffeur was arrested and his case was to come up on Wednesday.



T. FRANK DAVEY.

T. Frank Davey, who died in Minneapolis from heart failure, was well-known in Chicago trade circles. Mr. Davey was a friend of every crockery, glassware, and china jobber in the city, and the jobbers, as a body have offered their sympathy to the widow. Mr. Davey was the manager of the Chicago branch of the White Enamel Refrigerator company of Minneapolis, the past year.



PAUL HAHN.

Paul Hahn, and old-time glassman, died at his home in Newport News on April 5th. He was formerly in business in New York, in the bottle line, as a partner in the firm of Hastings & Hahn. Many years ago he went to Virginia and established a crockery and glass store at Newport News where he has been ever since.



RICHARD BURGESS.

In the death of Richard Burgess, of Burslem, Eng., the crockery trade has lost a familiar figure. He passed away April 5th, at the age of fifty-four. He was senior member of the firm of Burgess & Leigh, of the Middleport Pottery. The partnership was originally established in March, 1862. The partners were then Federick Rathbone Burgess (the deceased's father) and Wm. Leigh (father of the present partner) and they acquired the Central Pottery previously conducted by Thomas Hulme, the first Mayor of Burslem. Business was carried on here until the year 1867, when the Hill Pottery, previously occupied by Samuel Alcock, was taken over. The firm's business connections grew, and in 1889—the year in which Mr. Wm. Leigh died—the present model premises known as the Middleport Pottery were erected. Then the partners were Richard

Samuel Burgess and Edmund Leigh and until the death of the former this partnership remained unbroken. For fifty years the business has been carried on by the founders and their sons, and from a sentimental point of view it is regrettable that the death of Mr. Burgess should break the continuity. This is inevitable though, for dying a bachelor, the deceased has no son to follow him in the business as he did his father.



CHARLES E. GRAVES.

Charles E. Graves, president of the firm of Charles E. Graves & Co., died at his residence in Evanston, Ill., April 18. He had been ill for months with a complication of diseases. Mr. Graves was born in Milton, Vt., December 1, 1855. A few years later his family moved to Oskash, Wis. In 1871 he came to Chicago and entered the employ of J. B. Chambers & Co., dealers in jewelry, china and glassware at Madison and Clark streets. He remained with the firm, and in 1900 succeeded to the business, and the firm's name was changed to its present one. In 1905 the firm moved to their present location at Madison and Wabash avenues. Mr. Graves was married in 1880 to Etta M. Mayhew. Besides the widow, a daughter, Mrs. Irene Graves Bennet, survive him. He was a member of the Union league, Glen View, and Evanston clubs, and a member of the Masons. The funeral was held from the residence at 1047 Forest avenue the following Sunday. Mr. Graves was well-known to china and glassware dealers.

THE CONDITION OF BUSINESS.

Trade is very quiet in the warerooms, New York few buyers having made their appearance from far away points, and the city buyers have been conspicuous by their absence. The nearby trade has done better and there have been numerous calls for small amounts. The travelers are doing fairly well in some sections and in others are doing almost nothing. Reports from the potteries are to the effect that the big ones are busy while the smaller ones could handle more orders. All are working and there are enough orders on the files to keep them going for some time to come.

The glass factories, making blown goods, have no cause for complaint, unless it be that they cannot get out goods as fast as they are wanted. Pressed goods are not quite as much in demand. Cut glass is very active, particularly for low-priced wares. Housefurnishing goods are selling well. Dolls and toys are dull.

Retail trade in the city is very quiet. The terrible calamity which overcame the Titanic cast a

pall over the whole city. The falling off in all the retail stores in every kind of business was very noticeable. People did not feel like shopping and everybody was talking about the trouble to the exclusion of everything else.

The prospects for the future are still good in spite of the floods in the West. North of the Ohio river conditions have become normal. In the South, the country is still suffering from too much rain and the overflow of the Mississippi. The catastrophe of the Titanic has overshadowed the loss of life and destitution in Louisiana and lower Mississippi and while a million dollars has been subscribed in New York and London for survivors of the Titanic, very little has been collected for the thousands who are suffering in the submerged districts. While everybody must applaud what has been done for the survivors of the Titanic, let us not forget the others.



Pittsburgh and Vicinity. There has been a slight improvement in the glass business during the last ten days, but even at that there is room for still greater improvement. Tableware is moving very slowly, while blown ware is placed at the top of the list. There is a demand for lamps, and packer's goods. Light cut and heavy cut ware is moving better than noted a month ago.



East Liverpool and Vicinity. Pottery manufacturers in the western territory could handle more business without crowding their plants. Some of the potteries are working up to the limit, while others are complaining of a slack season. It appears that the larger the plants, the more active business conditions are reported. All salesmen are on the road, and while they report some optimism, in spots, the general conditions is not what was anticipated.

THE JEWS OF NEW YORK.

THERE are 11,483,876 Jews in the world; 8,876,290 are in Europe, 1,880,579 in America. The Russian Empire leads by far all the nations with 5,215,805. The United States follows second with 1,800,000. The distribution in the United States is very incomplete. While the city of Warsaw leads Russian cities with 220,000, New York city alone includes 905,000 Jews in its population. Philadelphia has only 100,000 and Chicago 98,000. New York is veritably the New Jerusalem. It embraces one-thirteenth of the entire Jewish race. It includes in its population more Jews than ever before in the history of the world or elsewhere at any point on the globe have been gathered together in one city. Every fourth person in New York is a Jew.



[This department is started in the interest of buyers who may not be able to get around to all the manufacturers' showrooms, yet are looking for special goods that are bargains. Nothing will appear here that has not some special or attractive feature, the main one being price. The offers will be numbered, and in writing to the 'Merchandise Editor' for particulars please quote the number of the item that you are interested in.]

ON SALE.

THE average store does not advertise "special, low-priced sales" for the money that is in them, but as an attraction to get the people in the store and then try to sell them some of their regular goods. Many new customers are gained that way, who continue thereafter to be constant patrons of the store. The "special" is not a criterion of the prices that a store usually charges, nor an example of the goods that it ordinarily sells, but it serves as a magnet to draw the public to the store.

If the argument is good for a retail store, why not for the manufacturer? The position is a little different of course. A close out or special offer, will give a retailer an opportunity of judging of the quality of ware made by the concern making the concession, also, a chance to test its selling qualities in his locality. But, above all, it gives the manufacturer a hold to present some of his regular goods to the merchant. Such an offer is but the thin end of the wedge that it is necessary to insert before the whole can be driven in. Many a good account has been started in this way that has been advantageous to both manufacturers and merchants.

A 25—A large manufacturer has twenty and one half gross of quart water bottles, blown glass, fluted pattern, to clean out, at \$8 per gross. New York freight allowed.

A 26—Forty gross each of two patterns, fancy design pint decanters with stoppers at \$6 per gross. New York freight allowed. Both these lines are bargains to any one, and will make an attractive showing for a special sale. Goods are packed in six-dozen cases, so can make sample shipments if desired.

A 27—A new toilet set, the "Hero" shape, has appeared on the market with a handsome chrysanthemum decoration, plain print, blue, green, brown and dove colors, 9 pieces at \$1.35, with covered jar \$2.35; These are regular goods first selections. This is one of the new things that you should know about.

A 29—One of our subscribers has an assortment of covered glass steins with rock crystal cuttings, enameled colorings and colored flashing. He has three or four dozen, usual import price is \$2 to \$2.50 each. He will sell at a \$1 each.

A 30—Thirty dozen iridescent glass sherbets, imported, can be bought at \$1.25 per dozen, delivered in New York, no charge for package. The regular import price of these is \$1.75.

A 31—One subscriber offers sixteen inch Japanese vases, regular body, grape decoration in two colors and plenty of gold, with tint background. They have two handles. These are offered at 90 cents each, no package charge. The regular import prices is \$1.10 each. They are packed twenty-four in case and will be delivered f.o.b. destination.

A 32—Another subscriber has four gross assorted miniature birds in flight for wall pockets. They are made of earthenware and are colored to imitate nature in a most artistic manner in six different shapes. Regular price for these is \$36 a gross. He will sell at \$24 a gross. Samples may be had on application.

A 33—This is something that our subscribers should know about: A Dutch Tea, coffee or chocolate set, comprising one two-quart pot, six full-sized cups and saucers, all decorated with Dutch figure designs and wide blue bands. Each set packed separately in a corrugated carton, twelve cartons to a crate. No charge for package, f.o.b. East Liverpool. \$12 per dozen sets. A colored lithograph will be sent on application.

A 34—A very reputable glass cutting firm will cut 150 comports, eight and one-half inches high, six-inches in diameter, straight stem, with a good flashy design, three large Buzz stars at \$1.15 net. All cut blanks, not figured. This offer should be snapped up at once, it is an especially good one.

A 35—Twenty-two lead blown glass water jugs, light cutting, three-pint, with most artistic floral design. The manufacturer has these in stock and offers them at the extremely low price of \$1 each, in order to convert them into cash. Also lead blown nine oz. tumblers to match, at 70 cents a dozen. This is one of the best bargains that we have this week.

A 36—Twenty-two light blown Cut-Glass vases with slight optic effect, handsome floral design well covered at \$2.

A 37—Twenty-two eight-inch light blown Cut-Glass vases with slight optic effects, handsome floral design well covered at \$1.85.

A 38—Twenty-two six-inch light blown Cut-Glass vases with slight optic effect, handsome floral design well covered at \$1.60.

A 36—Five dozen sets light blown cut glass, sugars and cream fine floral cutting unique shape at \$8 dozen sets.

A 40—Light blown cut glass goblets floral pattern in good style \$1.80 dozen. Usual charge for package f.o.b. New York.

A 41—Here is a good one. One of the best known glass cutting houses in the country is offering; Eighty-five vases, ten-inch, twelve-inch, fourteen inch stone engraved pattern. The regular price is

\$3, \$4, and \$5 each. They will close out at half price as they are discontinuing the pattern. These are very fine goods. The lot is a great bargain for some one, looking for a special attraction for the June wedding season.

A 42—One of the largest lamp and illuminating glass manufacturers in the country makes the following exceptional offers: Eighteen assorted gas and electric portables excellent designs at half the usual price.

A 43—Six dozen hand-decorated, hanging domes eighteen inch, leaded glass effect, with monastery scenes, in beautiful coloring, artistically carried out, at fifty per cent off the regular price.

A 44—Six dozen portables, oriental designs, highly artistic effects and brilliant coloring less fifty per cent off the ordinary price.

A 45—This should attract many buyers, the first making the application will get them. Six cut glass portables at \$5 each. Twenty-two inches high with ten inch domes.

A 46—For anyone looking for a special bargain in lamps, one of our patrons makes the following offer. Two dozen beautifully decorated oil lamps assorted patterns at twenty-five per cent less the selling price.

A 47—An exceptionally particular cut glass manufacturer has 80-carafes globe shape, 80-carafes squat shape, which show slight blisters and stones, and had been put aside on that account. So he put a good showy miter cutting on them, three large buzz stars, with prism and bead design between the buzz stars. They are offered at \$1.00 each net cash; quantity to suit buyer f.o.b. factory.

A 48—Another firm of excellent reputation has a surplus of blanks of tall two pint jugs, and will cut 100 of them for \$1.50 each in a nice showy buzz star cutting. He states that they would be cheap even at \$2.00. Terms net cash; quantity to suit buyer. F.o.b. Factory.

It will be the endeavor of the editor of this department to put before our subscribers goods for sale that are seasonable, as will be instanced in the present number. The wedding presents season is close approaching, hence the offers of cut glass, the lamp season is now opening, the lamps offered could not be more appropriate for special sales in that department. No time should be lost in making application for any line that you should want, as the policy of "first come first served" is strictly maintained. The numbers that have been taken out this week have either been sold, withdrawn or options on their purchase given.



MERCHANDISE WANTED.

During the past week orders for many of the wants have been placed, or the firm desiring the goods has, through this medium, been put in connection with a manufacturer who can supply its re-

quirements. New numbers have been added and those remaining are still open for business.

37—We have an inquiry for glass dishes, eight-inch ten-inch twelve-inch, diameter; one and one half inch, or more deep. The bottom of the dish to be flat and the sides at right angles or nearly so. These are for mounting purposes.

38—A manufacturer is looking for a quantity of china or earthenware discs of various sizes for coasters and trays. Send in your bids and quantities at immediate command.

44—A manufacturer wants a quantity of berry dishes of iridescent glass, fancy shapes, for mounting purposes. He will pay as much as 80 cents a dozen, and can use 150 dozen immediately.

46—A subscriber is looking for fish globes in various sizes, for premium purposes, and will buy in large quantities. This deal is soon to close, so immediate action is recommended.

47—Here is an excellent opportunity for some enterprising pottery. A subscriber writes: I am wanting a price on gold band goods, to be shipped in assortments, can use from five to ten thousand during the months of August and September, if I can get the proper price.

48—A large five and ten-cent store firm in New York State writes as follows: "Who among domestic pottery people make flow blue, gold stamp ware, low priced?" They are in the market for this class of goods. There is an opportunity for some one.

49—Several firms have requested that we secure for them a line of cut glass seconds for a sales proposition.

AT PITTSBURGH.

MANAGERS of china and glass departments of the larger department stores here admit that the bulk of the buying is now being done in the afternoon, and that mornings are exceedingly quiet. Trade as a whole it is said is fairly good.

C. T. and W. J. McKenna have been at the Hotel Henry showing their lines of cut glass.

J. P. Gordon, with the Jones, McDuffee & Stratton lines, was at the Ft. Pitt Hotel for a few days.

Thomas Downs, of Philadelphia, spent a few days in the district last week.

Val Bergen, of the Val Bergen Cut Glass Co., of Columbia Pa., after showing his line here for several days continued on his route.

Harry A. Thomas was at the Colonial-Annex for a few days last week showing the lines of A. L. Tuska Co.

The statement has been made to the JOURNAL that

construction of the New Monongahela House would start not later than June 1, all previous statements to the contrary. However, business men who occupy rooms in the old "Mon" house building have not started to move as yet. _____

Cecil E. Taylor, showing the lines of the Taylor, Smith & Taylor Pottery Co., and the Rochester Cut Glass Co., has closed his show at the Ft. Pitt and has started east. _____

S. T. Pletcher, was at the Anderson, with a number of new art pottery creations from the S. A. Weller plants at Zanesville, O. _____

Harry L. Seixas left for his territory after spending a few days at the Ft. Pitt showing the lines from the Edward Boote office. _____

Paul Beck, of the Baltimore Bargain House, of Baltimore, Md., who has been in the district for several days has returned home, after visiting the East Liverpool district. _____

The Pairpont Corporation has been represented in this district as usual this season by George Sylvia, who was showing a number of new creations from this well-known factory. _____

The stoneware jug line of the Robinson Clay Products Co., of Akron, O., are now being shown permanently in this district at the concern's own offices which have recently been established in the Park building. _____

J. J. Hines occupied Parlor A at the Colonial Annex last week and of course was busy showing the new effects in dinnerware. _____

AT CHICAGO.

COUPLED with the dull season of the year, the death of several prominent Chicago men, some of whom were engaged in the crockery or glass trade, has spread a shadow over the crockery and glass industry in the city the past two weeks. _____

Through an inquiry made by the State attorney's office, Mrs. Laura C. Cummings, who is alleged to have defrauded several Chicago department stores and a local dealer in cut glass and china, was found in Los Angeles. She is accused of having perjured herself in filing a schedule of her assets in bankruptcy proceeding. _____

The Wolf China and Glassware Co., report a fairly good business the past two weeks. _____

The Fostoria Glass Company, Masonic Temple, has issued a novel advertising postcard with the

picture of a pretty young lady in hunting clothes on the face of the card, and a script under it reading, "You can hunt as you please but you can't find an equal to Fostoria products." _____

J. Heinecke, of the W. T. Ducker Co., of Quincy, Ill., bought in the city for the firm last week. _____

David Saunders, chinaware buyer for the Mandel Brothers Co., and Charles Patterson, glassware buyer for the Carson, Pirie Scott & Co., and J. Sampson, merchandise man for the Rothchild Co., have returned from a month business journey through Europe for their firms. _____

T. Levy, of the firm of Thalman & Levy, of Kokomo, Ind., was selecting a new stock of china and glassware in the city the latter part of last week. _____

J. Holley, of the Jackson Queenware Co., of Jackson, Tenn., has been a visitor in the city, looking for china and glass goods. _____

William Nesbit, of the William Nesbit Glassware and China Co., of Grand Rapids, Minn., was in the city the latter part of last week buying stock. _____

Ervin G. Lewy, the only Chicagoan aboard the ill-fated steamship Titanic who has not been accounted for, was well known to the glassware trade, having carried a good line of cut and plain glassware. _____

Crockery, china and glassware dealers in the city are preparing a large exhibit to be shown in the First Annual Household Show at the Coliseum May 2 to 12. The local jobbers say it is the best exhibit of its kind they have prepared since the World's fair in Chicago. _____

The Phoenix Glass Co., was visited by S. W. Hey, of Ohio, Ill., last week. _____

J. Tiene, of the MacDonald Brothers Co., dealers in china and glass, Minneapolis, Minn., looked over new goods here last week. _____

Elmer Wilkinson, president of the Wilkinson Co., New York, was a visitor at the Chicago agency of the concern. _____

Lewis Barnard, secretary of the Saginaw Glass Co., Saginaw, Mich., visited the Adams Brothers Co., the Chicago representatives of the company. _____

The supply house of Albert Pick and Company, who furnish hotels with necessary supplies, including crockery, glass and chinaware, have removed to their new building at Thirty-fifth street and Center avenue, which has just been completed. The company expects to reserve the entire fifth floor of the new building for crockery, glass and china exclusively.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp,
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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 25, 1912

INCOMPETENT SALESPeOPLE.

THE average girl employed to sell china and glass in the department store is about as valuable as a talking machine would be. The comic stories in the daily papers where the "Saleslady" divides her time between quoting prices and telling her chums of the incidents at a ball the night before may be exaggerated, but they have a solid foundation in fact. As a class they know little about the wares, and can scarcely tell the difference between china and earthenware, pressed and cut glass. True china and earthenware have been brought very near to each other, and pressed glass imitates cut very closely; but just for that reason salespeople ought to be all the more able to discriminate. Many of these girls do not know whether goods are imported or domestic, or what a trade-mark means, outside of a few well-known and well-advertised brands. They have little or no conception of how long it will take to get goods from the factory, and will not bother to learn anything that is really of value to them in selling. In fact, they often lose sales by their ignorance.

A lady had purchased an open stock dinnerware pattern, being assured that she could get matchings at any time, or augment her set by additions. Before a month had passed she wanted two cups and some bread and butter plates. Applying to the girl who she had sold her service, she was told that the goods would have to be ordered from abroad and that it would take six months to get them. The customer was indignant, and recited the promises held out to her

to buy; but there was no help for it. She waited, making frequent inquiries about the arrival, and was finally told that the factory had gone out of business! As a matter of fact, the pottery in question is one of the oldest and largest in the world, and carries a big stock in New York, and when the customer took up the matter with the head of the firm she was supplied with her matchings in twenty-four hours. The girl had never put the order in. It was not worth bothering about.

But what can be expected? The small stipend paid is not sufficient to buy brains. If the retail dealer cannot afford to employ competent salespeople he should insist upon their applying to the buyer or manager every time they are asked questions they cannot answer.

PERSONAL.

AMONG the survivors of the Titanic was Chas. Wilhelms, foreman of a glass factory in London. He was hazy about the accident, as were most all of those who were rescued. He was playing cards at the time and feeling a slight jar, went on deck to see what was the matter. He had so little thought of danger that he resumed his game. Later on, when the order came to put on life preservers, he complied and then assisted women and children to get into the boats. Many women refused to leave their husbands and most everybody felt that the ship would not sink. He boarded the last boat to leave the ship in which there were fifty-five people.



T. F. Reynolds was seen in many of the show-rooms last week browsing around getting information and seeing the good things displayed for the benefit of purchasers.



Geo. McCrea, buyer for E. B. Taylor, Richmond, Va., was in the city this week. He was registered at the Marseilles.



Wm. H. Plummer & Co. was ably represented in the downtown crockery and glass section this week, by Mrs. Plummer. This lady has a fine discriminating taste, and purchases all the fine china and cut glass that the firm handle. Their business is mainly in high grade goods.



A. H. Ledden visited Baltimore and Washington this week, returning on Wednesday night. He had good luck, the Buffalo Pottery line being as popular as ever.



J. Steinback, of Long Branch, N. J., was represented in the District last week by his son, who is preparing for a busy summer season. All the indications

point to a prosperous time this year, the New Jersey coast seems to be more popular than ever as time rolls by. Early reservations are being made at the hotels and cottages being rented right along.



George Richardson, of the Clark, Sawyer Co., Worcester, Mass., is one of the old timers in the business. He has been with the firm for over twenty years, and may now rank among the old guard. He was one of the visitors to the crockery and glass market last week, and saw many of his old friends, placing quite a little business among the sales agencies.



G. C. Gillen was in town during the week, and on Tuesday went to Connecticut to make a new affiliation in the housefurnishing line.



James Stewart was in Hawley, Pa., last week and closed a deal for a plot of ground, upon which he is to build a new cut glass factory. The building will be of concrete block construction, two stories high, and equipped with all the latest electrical machinery, in fact, it will be up to date in every respect.



Frank H. Vaughn paid a visit to the city last week in the interest of the Brush-McCoy Pottery Co., to settled some important deals. He accomplished his mission and returned to Boston on Friday, triumphant.



J. Merideth Miller, with Maddock & Miller, has started to make a southern trip. He will go direct to Florida points first, and then work over through Mobile and New Orleans into Texas.



Louis J. Clarke, who was with L. Straus & Sons, and until recently buyer for B. Lowenstein & Bros., Memphis, Tenn., is now at his home in New Jersey. He was a visitor in the District during the week, when he made it known that he was open for a position as buyer. He is well-versed in the trade and would make a good man for some one.



Henry Birn, dealer in bar and hotel glassware, has taken his son Jesse into partnership and in future the firm will be known as Henry Birn & Son. Hereafter all bills are chargeable to the new firm. In a week or ten days they are moving to a fire proof building, 197 Grand street where they will have the store floor, basement and sub-basement. This will give them five times as much room as they have at the present time.



In order that they may see the elegant new quarters, wherein will be displayed the very attractively decorated blown lead glassware, made by the Economy Tumbler Co., W. E. Hunter, president,

and Dr. D. H. Courtney, treasurer of the company, paid a visit to New York, and spent quite a little time on Wednesday with Thomas G. Jones, the New York representative.



E. F. Anderson left on Wednesday night for a short visit to Boston, just to shake hands with old friends.



Among the buyers in town since our last issue were: R. W. Vincent, Los Angeles, Cal.; J. Kohnfelder, Chicago, Ill.; E. Bonnet, New Orleans, La.; R. J. Calm, Reading, Pa.; A. J. Kiine, Harrisburg, Pa.; H. Phillips, Pottsville, Pa. and G. Pepler, Reading Pa.



President Carey and Secretary Blackmer, of the National Association of Cut Glass manufacturers, were in the city this week for the purpose of securing a reduction in the classification of cut glass with attendant reduction in freight and to make final arrangement for the annual meeting and banquet of the association, which will be held at the New Grand Hotel, early in June.



H. C. Edmiston leaves for Europe Saturday sailing on the Camaronia.



J. Duncan Dithridge has gone to Atlantic City for a few days. He will be back the first of next week.

BUSINESS BRIEFS.

Fire completely destroyed the store of J. G. McCrory at Omaha, Neb., with a loss of \$110,000.

Younger & Sickle, crockery dealers, Milwaukee, Wis., was burned out on April 13th, suffering a loss of \$30,000.

Frank Kamak, of Stamford, Conn., who has been running a five to twenty-five-cent store, became bankrupt last week.

Fire destroyed the department store of Rhodes-McCain Co., of Jonesboro, Ark., stock valued at \$45,000, with \$31,000 insurance.

The Kiss Art Co., Sag Harbor, L. I., has changed its name to the Peconic Pottery Co. and increased its capital from \$9,000 to \$50,000.

The Mellen Hews Co., Hartford, Conn., will move from their present location to 26 and 28 Church street as soon as alterations can be made.

The Wrentham Supply Co., Inc., department store, has been incorporated in Boston, Mass., with a capital stock of \$20,000. Frank B. Brightman, Sarah

M. Brightman and John Cunningham are the incorporators.

The Goerke-Kirch Co., of Newark, N. J., announces that the work of razing the Voorhees building at Broad and West Jersey streets, in order to erect a department store, will probably be started in a few days.

The merchants of Shamokin, Pa., have notified their customers that credit will no longer be extended until a working agreement between the operators and mine workers has been made. There are 45,000 miners employed in this district, which embraces four counties.

AT BOSTON.

THE magnificent new building of Wm. Filene Sons Co., corner of Summer and Washington streets, now in process of erection, is rapidly nearing completion, as the work is being rushed by the contractors. When finished, it will stand as one of the handsomest mercantile buildings in the East and cost about \$7,500,000.

Leon Vigneau, superintendent at Vorenberg's, has resigned his position with this company.

William H. Rudderham, buyer for Almy, Bigelow & Washburn, Beverly branch, has left for New York city. A. F. Ellis, housefurnishings and toys buyer, at Salem headquarters, is also in the "Greatest City."

Timothy J. McCarthy, of Dorchester, and Herbert H. Hilliard, of Brighton, both buyers for the Jordan, Marsh Co., were among those lost aboard the ill fated Titanic. Both had a wide circle of friends among the trade, and their untimely end is deeply deplored.

The china department, of Houghton, Dutton Co., is featuring special sales this week, which are meeting with merited response from the public.

The Clarke-Sawyer Co., of Worcester, reports net assets of \$179,251. This company is an extensive buyer of glassware.

The Union Glass Co., of Somerville, reports net assets of \$173,890. A large variety of glassware, etc., is made by this company, being one of the oldest manufacturers in New England.

George H. Wood, buyer, china and arts department, R. H. Stearns Co., has returned from a trip to New York City.

Chase & Francis report a further increased demand for Prof. Hodge's unique fly-trap, which is

bound to be popular throughout New England this summer, as it is simpler, yet, withal, more effective, than any other of this type. General business is very good with this firm.

J. G. Hawthorne, the new buyer for the Jordan, Marsh Company, succeeding J. J. Hanning, assumed his new duties Monday. Mr. Hawthorne is widely-known among the trade throughout the United States.

Hattori & Nishiura are enjoying a firm demand for their product, consisting of a general line of high-grade Japanese goods.

Bigelow, Kennard & Co. have a rich china display in one of their West street windows, being of rare quality. Passersby in large numbers are attracted to the display.

George H. Guest, buyer of housefurnishings, Jordan, Marsh Co., is in New York City for a short visit.

The James Edgar Co., Brockton, reports net assets of \$145,853. China and glassware are among the prominent lines carried.

A new general department store has been started by Frank B. Brightman, S. M. Brightman and A. John Cunningham, being capitalized for \$20,000, at Wrentham, which has long needed a reliable store of this kind.

C. A. Hudson, owner of F. W. Miller & Co., jobbers in crockery, barware, and hotel supplies, is optimistic about Spring inquiries. Mr. Hudson is one of Boston's best-known optimists, and always can perceive a silver lining to every cloud on the business horizon.

The new Georgian Hotel, Park Square, has installed a handsome china service of Lamberton china, which has the crest and monogram of the hotel thereon, and was purchased through Mitchell, Woodbury & Co., Atlantic avenue.

Albert J. Bates, representing the Limoges China Co., Sebring, Ohio, has returned from a trip through the Cape with gratifying success; he has also visited the Boston coterie with excellent results attendant.

F. N. Wheelock, of Newburyport, has added another link to his chain of stores by a Taunton branch.

Buyers were scarce in town this week, Friday being a legal holiday, with the result that many of the trade and others took advantage of the Saturday half-holiday following to secure a three day vacation. Frank H. Dunmore, The Shepard Co., Providence, and H. H. Curtiss, of Waterville, Me., were in town for a day or two.

The New York Crockery and Glass District.

The Titanic had no cargo for the crockery men, but the mail had invoices and consular certificates that will delay the clearing of some goods.

Q

E. R. Thieler has just opened up another treasure laden case, and the gems, of artistic Mettlach ware are now to be seen displayed in his showrooms. Among them standing out in bold relief is a beautiful tea set of inlaid stoneware, comprising the usual number of pieces all set out on a handsome tray of Mettlach ware. The delicate coloring of olive green forms a contrast to bright red in the decoration, both being well set off on a cream colored ground work. The new design is a great artistic accomplishment and should attract many buyers.

Q

A new berry bowl has just sent to John Nixon from the Fostoria Glass Co. The shape is their well known "Colonial" with a new floral decoration that has a very dainty effect. The design covers the lower part of the bowl and on account of its distinctiveness is finding much favor with the buyers.

Q

Robt. Slimmon & Co. are having success with their Madrid shape from Wilkinson's. The wholesalers bought freely and the retailers are finding a big demand as is evidenced by repeat orders. The flow blue pattern is the great favorite. The color is very rich. The design is a border pattern with a foliage design, showing through and running down the rim with a festoon effect.

Q

The New Jersey Pottery Co., of Trenton N. J., have sent to Solomon & Cross, their New York representatives, a fine lot of new Belleek ware of an ornamental nature. The decorations mainly consist of inlaid silver designs although there are many with beautifully colored floral designs. The shapes are good and well conceived.

Q

So great has been the progress made by the McKee Glass Co., and the Economy Tumbler Co., in the last year or so, and so many are the new and attractive lines produced by them that Thos. G. Jones

has found it necessary to take larger and handsomer quarters, in order that he might do the lines justice, and give them the rich surroundings they deserve. Consequently he has moved to the fourth floor of the new up-to-date building at 71-73 Murray street. Here he has adequate space to display his complete lines of samples from these two factories. Mr. Jones has a staff of competent salesmen who will be at hand to wait upon customers should he himself not be in his showroom at the time. Mr. Jones extends a hearty invitation to the trade to come and see him.

Q

Edward Miller & Co. are moving to their new store on Park place, and by Monday of next will be pretty well settled. The new quarters are much handsomer than the old, and very much more convenient for their trade.

Q

The Crown Novelty Co. have just received from the factory illustrations of all their new goods, which include an attractive line of lamps. Several of the numbers are of floral design, where the artistic shades form flowers, such as tulips, lillies, etc. The grouping of these lights is the attractive feature and they are not only ornamental as center pieces, but extremely illuminative.

Q

The New York office of the Brush-McCoy Pottery Co. is more than holding its own, the business going through Wm. M. Warrin's hands indicates that he is not idle by any means. The chief attractive feature of the "lines that sell" at present is the "Woodland" and the jardinières, pedestals, fern dishes, etc., in this decoration are most attractive.

Q

That Kennard L. Wedgwood believes in signs is clearly demonstrated. Any one in the District in casting his eyes upwards cannot fail to see in gigantic letters the word Wedgwood on the side of the new building 71-73 Murray street just under the coping stones. This sign is visible from the City Hall or to the passengers on the Sixth avenue elevator. It is a demonstration of the fact that although Wedgwood is an extremely old name in the pottery business, it is intended that it shall be kept well before the public.

In other words Mr. Wedgwood believes it pays to advertise.

The daily papers have published an item to the effect that the Gleason-Tiebout Co. has leased a part of the new office building at 71 West Twenty third street. They have taken a small loft where they will show samples, but only by appointment. The main business and show rooms will remain at 37-39 Murray st.

The Duncan & Miller Glass Co. are always adding to their line and Paul Joseph is one of the first of his representatives to receive samples of the new goods. The Colonial line has been increased considerably and the lemonade and water sets are varied and attractive. The deep etched goods are more alluring than ever and the variety of shapes for silver deposit work is increasing weekly.

ALMOST A TRAGEDY.

PUSH—pull—well shove then, but get it through. So the orders went in a very busy packing room in the District. A large cask that contained ceramic gems was just being delivered, and it was just the size to go through the elevator door, at least, part of it was. Don't ever make the mistake of thinking that all barrel staves are the same length, or you may find yourself in the same difficulty as our esteemed friend and hustler, E. R. Thieler and his cohorts. The barrel came through part way, and then stuck. This is where our story starts. Manual labor was never one of our strong points, except when the office boy needs a licking, and it was a real pleasure to see the strength displayed by others in trying to make the elevator disgorge this pill, which was proving too much for it. All we could do to help was to grunt, while the others lifted. Crowbars, hatchets, lever-blocks, hammers, all failed to move it. It was thought that a traveling crane would have to be erected, until Thieler came along. He thought, in fact, he thought deeply, when at last a brilliant idea struck him. Why don't you wiggle it a bit Bill. Ah! he has solved the difficulty. The wiggling was started, but not as gently as would have been wise, for the cask came out with a jerk, when Heigh! presto! four stalwart forms lay stretched biting the dust directly in the path of the rolling monster. "Jump for your lives boys, I'll save the child" or words to that effect were hoarsely shouted by the gallant Thieler, as he grabbed Bertha, the sewing machine girl, and ran to safety. Bertha thanked him in a ladylike manner and then continued cleaning the samples. The ambulance doctor arrived too late, all the sufferers were to low for his services to be of any good. They had descended, by the elevator, in to the subcellar to wash up.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of February, 1912, compared with the same month in the preceding year, were as follows:

	1911	1912
Great Britain.....	\$164,905	\$185,905
Austria.....	51,608	57,947
France.....	100,065	180,476
Germany.....	279,415	208,174
Japan.....	66,071	85,012
Other Countries.....	28,704	19,788
Other Europe.....		
Total.....	\$658,818	\$632,302

FOR EIGHT MONTHS ENDING FEBRUARY.

	1910	1911	1912
Great Britain...	\$1,768,157	\$1,789,594	\$1,559,554
Austria.....	605,960	519,16	416,777
France.....	1,174,617	1,202,108	1,098,784
Germany.....	2,873,810	2,810,101	2,010,712
Japan.....	894,274	895,767	884,514
Other Countries.....	285,123	271,063	232,758
Other Europe..			
Total.....	\$7,496,866	\$7,968,419	\$7,258,999

TOYS

	1911	1912
Germany.....	\$254,896	\$218,477
Other Countries.....	49,63	58,377
Total.....	\$303,629	\$276,854

FOR EIGHT MONTHS ENDING FEBRUARY.

	1910	1911	1912
Germany....	\$4,516,600	\$5,588,527	\$5,603,249
Other Countries	476,852	604,91	661,111
Total.....	\$5,073,452	\$6,142,718	\$6,264,460

GLASSWARE.

FEBRUARY		FOR EIGHT MONTHS ENDING FEBRUARY		
1911	1912	1910	1911	1912
\$162,816	\$145,250	\$2,496,727	\$1,687,899	\$1,428,464

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

FEBRUARY		FOR EIGHT MONTHS ENDING FEBRUARY		
1911	1912	1910	1911	1912
\$56,348	\$46,124	\$531,718	\$491,303	\$467,618

Among the Potteries

East and West

East Liverpool and vicinity.

Is it possible for a pottery manufacturer or a pottery decorating corporation to decorate and fire glassware at the same time that semi-porcelain ware is fired? This query has been discussed at considerable length in this district of late, and it is reasonable to believe that ere long experiments along this line will be attempted. It is pointed out that the selling of the two lines while decorated in the same shop could be combined, and that some new effects in glass treatments could be obtained as a result of such experiments.

* *

Harry W. Smith, manager of the East Liverpool branch of the Roessler & Hasslacher Chemical Co., of New York, has been spending the last fortnight at West Baden, Ind., for the benefit of his health.

* *

C. L. Hart, a member of the board of directors of the Potters' Co-operative Co., and in charge of the credit department of that company, was sad when he read the list of those who perished in the Titanic. Charles M. Hays, president of the Grand Trunk, who lost his life when the ship sank was a close friend of Mr. Hart.

* *

Practically every pottery in the western district was effected April 19 and 20 when a break in the twenty-inch main of the Ohio Valley Gas Co. caused the supply to be cut off from about every pottery in the territory. Kiln-firing for the time being had to be suspended.

* *

Willard Morris, salesman in charge of the Central States territory for the Knowles, Taylor & Knowles Co., has been spending several days at the home office.

* *

Several changes in the western district have just been announced officially. Harry Harris, for some time a salesman connected with the supply department of the East Liverpool branch of the Roessler & Hasslacher Chemical Co., last Monday assumed the management of the decorating department of the Carrollton Pottery Co. Harry Buxton, who has been

occupying this position goes to the Limoges China Co., at Sebring, as assistant general manager, succeeding Harry Brannon, deceased. Who will succeed Mr. Harris has not been announced. Mr. Buxton is a well-known decorator, and prior to his going to Carrollton was connected with the Knowles, Taylor & Knowles Co.

* *

Some raw material which is required in the glaze mixes of local potteries has not been just right of late and as a result a number of manufacturers have been working night and day to locate the trouble. This proves that the making of pottery is not the bed of roses that many believe it to be.

* *

Mr. Ludwig, buyer of pottery and glass for the W. L. Milner & Co., Toledo, O., has been spending several days in the district.

* *

A buff glazed piece of pottery is the next ceramic proposition to be placed on the market. It is a piece of merchandise between yellow and semi-porcelain. A corporation will manufacture this class of goods a little later in the year, and a plant will be built west of this district, although some local capital may be interested. Claim is made that this ware cannot craze, and cannot be effected by the heat or cold. A hard blow is said to be the only thing that will break a piece of the ware.

* *

One or two manufacturers in this district have given orders for new shapes in dinnerware which they will place on the market next fall. The tendency toward the plain shapes continues, and it is possible that all of the new shapes that will be shown next fall will be of this character.

* *

Local representatives of foreign decal houses are anxiously awaiting future mails from Europe which will advise whether or not any shipments of decal were on board the ill-fated Titanic.

* *

The Homer Laughlin China Co. has started a campaign of advertising in the high-grade popular

monthly magazines and those that appeal to women. One of these "ads" speaks of the "Greatest China Factory in the world," at Newell, W. Va. The statement is also made that this plant alone produced 45,000,000 pieces of china annually, and spends annually, \$60,000 for gold alone in its decorating treatments. The company is the first in the East Liverpool district to plan such a campaign.



Trenton. In honor of his fifteen years of faithful service as superintendent of the New Jersey China and Pottery, Co. Chas. L. Zenker was presented with a handsome mahogany clock with Westminster chimes, and a silver mounted silk umbrella by the employees of the pottery, on April 16th. He had resigned his position the Friday before. The presentation was made by Walter Eagon, who was followed by the new superintendent Thos. Burslem.

* *

Proceedings to have Aaron Lubash, a retail crockery dealer of Jersey City, declared bankrupt have been filed in the United States District Court. The petitioning creditors are George W. Travers Co., New York, Joseph Urban, West New York, and Samuel Bloomer, Hoboken.

* *

Trenton Potteries Co. declared a dividend of one per cent on the noncumulative preferred stock and also a dividend of five per cent on the cumulative preferred stock, payable April 25 to stock of record April 18.



East Palestine, O. Operations have been resumed at the plant of the Ohio China Co., and the plant is under the charge of Charles J. Davis, of Steubenville, assisted by Thomas Price, formerly of the American China Co., of Toronto, O. Notices have been sent the trade that the factory will be worked to capacity, and that the company is now in a position to take care of all its former trade. O. C. Walker, was formerly in charge of this plant.



The Brush-McCoy Pottery Co. have **Zanesville, O.** purchased from the A. Radford Pottery Co., Clarksburgh, W. Va., all their molds, dies, saggars, formulas, and good will, connected with the jardiniere and art pottery business. Molds are already on the road to Zanesville. They will make the best selling numbers in the line in all branches, and be in shape to take care of the trade on these numbers within a very short time. Improvements are going on steadily at the Zanesville plant and at the No. 2 plant at Roseville. An entire line of overglaze jardinieres and fancy ware will be ready within the next sixty days as well as two new lines in stoneware specialties. They say that prospects for business look very bright. All their factories running to full capacity, and they

believe the Presidential campaign will have little effect on business this year. Consequently they are getting ready to take care of the largest trade in their history.

TO BREAK SHIPPING POOLS.

A BILL designed to break up foreign shipping pools and combinations and to give to this Government greater control over such alleged restraints of trade which originate outside the United States was introduced in Congress recently by Representative Humphrey of Washington. The Government now has several anti-trust suits pending against foreign steamship combinations.

The bill would provide that any vessel, not of the United States, owned or controlled by any person or corporation adjudged to have violated the Sherman law, and which might be used to carry out the purposes adjudged unlawful, be prohibited from entering any port of the United States or clearing therefrom under penalty of \$25,000 for each offense. The real object of the bill is to prevent making through rates from European ports to interior points in the United States.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Apr. 6 '12	Correspond- ing period 1911	Exports Jan. 1 to Apr. 6, '12	Correspond ing period 1911
Boston	80	155	1908	2336
New York	145	146	2128	2560
Baltimore	13	204	2563	3204
Philadelphia	62	170	927	1412
New Orleans .....	....	....	213	253
Newport News .....	....	....	45	26
San Francisco	74	11	412	30
Portland (Me.)	3	6	414	471
Galveston	6	....	153	376
Portland (Or.) .....	....	....	44	....
Inland Points ..	20	89	164	694
Total	403	781	9001	11362

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

to	Shipments week end'g Apr. 6 '12	Correspond- ing period 1911	Exports Jan 1 to Apr. 6, '12	Correspond ing period 1911
New York	139	110	2198	2401
Boston	80	105	1908	2279
Philadelphia	62	165	927	1274
Baltimore	13	412	2503	3421
San Francisco ..	74	11	412	30
New Orleans .....	....	67	216	269
Portland (Me.) ..	63	34	529	373
Galveston	6	....	153	376
Newport News ..	....	....	45	26
Portland (Or.) ..	....	....	44	....
Inland Points	20	....	182	198
Total	457	904	9177	10757

Around the Glass and Lamp Factories.

**Pittsburgh and
Vicinity** The establishment of a cost system in the glass factories of the United States is a question that has been agitated for many years. There

are very few plants in the country which possess such a system, and it is related that where one had been installed, it cost the concern upwards of \$30,000, but it has been worth many times its cost. At a recent meeting of glass manufacturers in this city the cost system has been discussed, but no general plan has been so far worked out. One Ohio manufacturer whose ware is noted from coast to coast is admitted to be the only one who has solved the problem.

Once more a glass salesman has come out on top in politics, and this time reference is made to David Denton, salesman for the H. C. Fry Glass Co., of Rochester, Pa., who was nominated at the recent Republican primary election in Pennsylvania as the Legislative candidate from that district.

Several new shapes and treatments in lighting glassware have just been added to the lines of the Consolidated Lamp and Glass Co., the creations of shapes and decorations being quite new and original. One new treatment with a green scenic effect is proving to be a popular number with the buyers.

Mr. Newberry, buyer for the Woolworth syndicate, was seen at the Ft. Pitt during part of the week.

The working committee and the selling forces of the United States Glass Co. held a "round table" at the offices of the company the afternoon of April 17, and this was followed by a dinner in Parlors A and B at the Ft. Pitt. Following the menu another business session was held. In all there were thirty-five places occupied. W. M. Anderson, factory manager, was chairman of both business sessions. Among the foreign office managers present were D. King Irwin, New York; W. B. Andrews, Chicago, Ill.; H. M. Kelly, St. Louis, Mo.; D. H. Prosser, W. J. Dillon, Walter I. Campbell, George Dougherty, manager of the Tiffin factory; A. R. Lazure, manager of the Gas-

City, Ind., factory. Manufacturing and sales were topics discussed. Walter F. Jones started over the Northwestern territory showing the new lamp lines for 1912.

Announcement has been made that the annual meetings of the National Association of Pressed and Blown Glassware will be held in Atlantic City July 23. Sessions will probably be in parlors of the Marlborough.

The date of the annual meeting of the American Association of Flint and Lime Glass Manufacturers Association, Inc., will be decided upon within a few days. It is likely, however, that Atlantic City will be selected for this meeting also.

Glass manufacturers admit that they have not known the time during the last decade when the sales of table glassware has been as slow as during the present season.

The new "Havana" glass for lighting purposes, the latest creation of the Pittsburgh Lamp, Brass and Glass Co., is having a remarkable sale. In fact the demand far exceeds the anticipation of the company. Buyers declare that the soft mellow light is something remarkable and that the "Havana" glass is a creation of distinctiveness.

The Monongah Glass Co., of Fairmont, W. Va., has started the manufacturing of tableware and a line of display jars for tablets, candy and chewing gum. These lines are in addition to the blown and stemware lines which this factory has been manufacturing for several years. Illustrated sheets of these new lines have just been forwarded the trade.

Recent statistics published by State Labor Commissioner, I. V. Barton, of West Virginia, shows there to be fifty-eight glass factories in that State employing 5,456 people, having a monthly payroll of \$69,957, and an investment of capital totaling \$3,023,224. The information contained therein is something many people connected with the glass trade have never thought of.

With three important sessions, Wheeling, W. Va. a representative convention of the American Flint Glass Workers' federation, mold making department, was held in the board of trade rooms. The meetings were attended by about twenty-five members, representing several States. The only officer of the national federation present was vice-president Croke, of Toledo, O. While the meeting are understood to have been of considerable importance, but little of what was transacted was made known. Arrangements were made for the annual convention of the federation, which will be held in Montreal, Canada, in July, 1912. Matters relating to the bettering of conditions for members of the federation were discussed, as were matters of unionizing several shops which now employ non-union labor.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for two weeks ending April 28, 1912.

ANTWERP

140 packages glassware.....	B Gunthel
18 " ".....	Graham & Zenger
4 " ".....	Geo Borgfeldt & Co
74 " ".....	Miscellaneous Orders
15 " earthenware.....	L Straus & Sons
20 " ".....	E R Thieler
31 " ".....	G F Bassett & Co
104 " ".....	Miscellaneous Orders
19 " chinaware.....	Vogt & Dose
10 " ".....	L D Bloch & Co
3 " ".....	Miscellaneous Orders
20 " toys.....	Strobel & Wilken Co

BORDEAUX

435 packages chinaware.....	Haviland & Co
60 " ".....	Herman C Kuper
7 " ".....	Bawo & Dotter
12 " ".....	Miscellaneous Orders

BREMEN

11 packages glassware.....	Geo Borgfeldt & Co
30 " ".....	J H Venon
89 " ".....	H Endemann
342 " ".....	Miscellaneous Orders
41 " earthenware.....	Knauth, Nachod & Kuhne
48 " ".....	Karl Hutter
78 " ".....	Geo Borgfeldt & Co
66 " ".....	Miscellaneous Orders
37 " chinaware.....	Strobel & Wilken Co
188 " toys.....	Geo Borgfeldt & Co
20 " ".....	A Steinhardt & Bro
10 " ".....	G W Travers
6 " ".....	F A O Schwartz
71 " ".....	Strobel & Wilken Co
16 " ".....	Miscellaneous Orders

COPENHAGEN

8 packages earthenware.....	Bawo & Dotter
68 " ".....	Geo Borgfeldt & Co
8 " ".....	Miscellaneous Orders

LIMOGES

180 packages chinaware.....	Theodore Haviland & Co
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TRINSTE

15 packages toys.....	Strobel & Wilken Co
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HAMBURG

79 packages glassware.....	Fensterer & Rubo
8 " ".....	W R Noe & Sons
177 " ".....	Elmer & Amend
4 " ".....	J Palme
5 " ".....	Strobel & Wilken Co
197 " ".....	Miscellaneous Orders
77 " earthenware.....	Geo Borgfeldt & Co
81 " ".....	Bawo & Dotter
7 " ".....	Koscherak Bros
55 " ".....	O Goets
7 " ".....	Gr ham & Zenger
2 " ".....	L D Bloch & Co
20 " ".....	Samstag & Hilder Bros
99 " ".....	Miscellaneous Orders
142 " chinaware.....	Strobel & Wilken Co
31 " toys.....	B Ilfelder
2 " ".....	G W Travers
8 " ".....	Geo Borgfeldt & Co
67 " ".....	Strobel & Wilken Co
270 " ".....	Miscellaneous Orders

HAVRE

134 packages chinaware.....	Wm Gnerin & Co
40 " ".....	Herman C Kuper
12 " ".....	C L Dwenger
42 " ".....	H Creange
50 " ".....	H R Churchill
36 " ".....	J H Venon
18 " ".....	Bawo & Dotter
61 " ".....	L Straus & Sons
265 " ".....	Haviland & Co
15 " ".....	Vogt & Dose
390 " ".....	Miscellaneous Orders
70 " glassware.....	E Utard
12 " ".....	Stewart & Crocker
40 " ".....	Miscellaneous Orders

SOUTHAMPTON

7 packages chinaware.....	Bawo & Dotter
18 " ".....	H Creange
15 " ".....	J H Venon
8 " ".....	Miscellaneous Orders

FIUME

23 packages toys.....	Strobel & Wilken Co
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LONDON

13 packages chinaware.....	J H Venon
77 " ".....	Miscellaneous Orders
24 " toys.....	Strobel & Wilken Co

LIVERPOOL

2 packages earthenware.....	The Rowland & Marsellus Co
11 " ".....	G F Bassett & Co
5 " ".....	L Straus & Sons
18 " ".....	F W Woolworth
38 " ".....	W S Picarn
8 " ".....	H C Edmiston
18 " ".....	Maddock & Miller
2 " ".....	J Wygand & Co
1 " ".....	Ed Butler
36 " ".....	Miscellaneous Orders
23 " toys.....	Geo Borgfeldt & Co
13 " ".....	Strobel & Wilken Co

GLASGOW

10 packages glassware.....	H A Rogers & Co
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ROTTERDAM

73 packages earthenware.....	Geo Borgfeldt & Co
10 " ".....	Miscellaneous Orders
16 " glassware.....	Graham & Zenger
2 " ".....	Miscellaneous Orders
86 " toys.....	B Ilfelder & Co
24 " ".....	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

83 packages earthenware.....	Jones, McDuffee & Stratton Co
83 " "	Mitchell, Woodbury Co
3 " "	E Boote
8 " "	Richard Briggs Co
6 " "	Hughson & Dotton
2 " "	Rowland & Marsellus Co
27 " "	Miscellaneous Orders

ROTTERDAM

18 packages earthenware.....	First National Bank
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HAMBURG

83 packages earthenware.....	Jones, McDuffee & Stratton Co
13 " "	First National Bank
10 " "	R F Downing & Co
80 " "	Wm R Nee & Sons
2 " "	R H Stearns Co
55 " "	Geo Borgfeldt & Co
9 " "	Patterson Wylde & Co
84 " "	American Express Co
66 " "	F W Woolworth
34 " "	L Wolf & Co
6 " "	W N Proctor & Co
6 " "	L E Knott Apparatus Co
106 " "	Miscellaneous Orders

ANTWERP

6 packages earthenware.....	Jones, McDuffee & Stratton Co
81 " "	American Express Co
3 " "	Mitchell, Woodbury Co
5 " "	L Wolf & Co
1 " "	Jordan Marsh Co

COPENHAGEN

2 packages earthenware.....	Geo Borgfeldt & Co
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CANTON

49 packages earthenware.....	Jones, McDuffee & Stratton Co
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NATIONAL HOUSEFURNISHING, CROCKERY AND GLASS ASSOCIATION.

MANY inquiries have been made by interested persons as to whether the National Housefurnishing Crockery and Glass Association is being supported by the buyers. So with this end in view we approached secretary Albert Wyman, who was just opening his mail when the JOURNAL representative called. As he opened his several letters, he occasionally tossed one over to the JOURNAL representative to read. They were all from buyers, containing applications to membership to the Association, and furthermore each application was accompanied by a check for ten dollars, five for initiation fee and the other five for annual dues. This was proof conclusive that buyers were supporting it. The letters too, accompanying, the checks, were all indorsements of the movement, wishing it success and promising hearty support. The officers of the association are very much encouraged with the prompt support of the members of the trade, who are enthusiastically taking the matter up.

ASSOCIATION IN NEW QUARTERS

THE undertaking of new activities by the Merchants' Association, involving a considerable increase in the machinery of the Association, has made it necessary to seek new quarters. A lease has been signed for ample accommodations in the Woolworth building. The Association will occupy the ninth floor of the building. The move will be made on or before February 1, 1913.

The situation of the Woolworth building on Broadway and in the heart of the business district of the city, makes it especially desirable for the needs of the Association. It is accessible from all the transportation line which traverse the city and close to City Hall and the Civic Center, in which the various departments of the city government will be housed.

The quarters under lease will provide ample accommodations for the members of the Association who desire to make use of them, as well as for business men from out of town. They will have rooms for each of the Bureaus that have been and are to be established, as well as for the library, and a large assembly room, which, when not in use for meetings of the members, will be sub-divided by movable partitions into committee rooms.

The wide interest excited by the Memorial presented to Congress by The Merchants' Association

THE HERBECK-DEMER COMPANY,

Hallstead, Pa.

Manufacturers of Popular-Price Cut Glass.

Floral designs like the Narcissus, Nelke, Clematis, Primrose Lotus and Daffodil appeal to every lover of beautiful crystal.

LA PORCELAINE LIMOUSINE

P L
LIMOGES
FRANCE

Formerly



M. REDON.

LIMOGES CHINA.

ALFRED G. MOMENT, Agent, 25 W. Broadway, NY.

asking for legislation supplementing the Sherman Anti-Trust Law, is an indication of the general feeling among business men that such legislation is sorely needed.

It is not an easy matter to frame a bill that will protect honest business without giving undeserved immunity to business that is not entitled to consideration. A measure has been drawn. It follows closely the line of the Canadian "Combines Investigation Act," and its enactment would remove the repressive influence upon business, which now results from the uncertainty as to the exact scope and meaning of the Sherman Law.

Business men everywhere should unite in demanding the passage of a fair law. They all feel the need for it, and if they will get together they will obtain it.
—*Greater New York.*

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Shipping clerk experienced in hotel china, glassware and supplies. Write or call. O'BEIRNE BROTHERS, 317-319 West Forty-second Street, City.

SITUATIONS WANTED.

FIRST-CLASS pottery salesman open for position July 1st. Twenty years with one pottery. Highest references. Acquainted with trade in Central and Northwest, South and Texas. Address Box 802, this office.

WANTED—By a man experienced in the manufacture and management of potteries, a position as manager or assistant manager. Will invest some money in a good proposition. Address Box 803, this office.

WANTED TO RENT.

66 WEST BROADWAY, corner Murray street, an exceptionally good, light salesroom and office, has 755 square feet, steam heat, electric light, passenger and freight elevators. Suitable for the crockery and glassware business. Rent very low. **CRUIKSHANK CO.**, 141 Broadway, New York.

25 WEST BROADWAY, headquarters of the crockery industry. All large, light offices, especially constructed for the display of china, glassware and crockery. Elevator, steam heat. Rents reasonable. **CRUIKSHANK CO.**, 141 Broadway, New York.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

THE EDMONSTON STUDIO,

EAST LIVERPOOL, OHIO,

COMMERCIAL PHOTOGRAPHERS.

specialists in work on china, domestic pottery, glass (cut, decorated and pressed), enameled ware and brass.

PROMPT SERVICE.

GUARANTEED WORK.

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CROCKERY & GLASS JOURNAL

NEW YORK MAY 2, 1912.



IN MEMORIAM.

THE committee appointed by the Crockery Board of trade to prepare a resolution upon the death of Isidor Straus has submitted the following:

NEW YORK, May 1, 1912.

MR. L. S. OWEN,

Secretary Crockery Board of Trade.

Dear Sir: The committee appointed to prepare the resolution expressive of our regret at the loss our Association has sustained in the death of Mr. Isidor Straus, its first president, and offering our sympathies to his bereaved family and relatives, suggest that the following resolution be spread upon the minutes, and a copy, suitably engrossed, be presented to the family:

In the death of Isidor Straus, the first president of this organization, we have lost one who was to all who knew him a courteous gentleman, an upright merchant and a true friend. To him this association owes its inception, and through all the years in which he was identified with it he was ever ready with a word of counsel or direction, and his interest in its affairs never flagged.

As a merchant, his broad scope and grasp of affairs was phenomenal; his farsightedness in business matters seemed almost a gift of prophecy, and to his wonderful ability and unceasing energy was added that painstaking and patient care for details that contributed so largely to his great success; nothing was too large for him to comprehend or too small for his attention. What he was as a friend many can testify to with heartfelt gratitude; never too busy to give a thought for the cares of others, his was the type of true friendship.

In the midst of his great enterprises was always a thought for the multitudes; his benevolences were world-wide, and the touching reports of the thousands who knew him only by name and through his benefactions show to the world what he was to those whose needs were great and whose wants he supplied.

In his death our trade has lost its most prominent member, and we offer to his sorrowing family and relatives our sincere sympathy in the deep affliction that has befallen them. May we also respectfully add a word of tribute to his devoted wife, who chose death rather than separation from her husband.

Although no longer with us, the influence of Isidor Straus has not ceased, but the effect of his life and career will continue a blessing and help to

all who knew him and to the world at large, which is the better because he lived."

Respectfully submitted

FRANK P. ABBOT,
ROBERT N. BOLTON,
CHARLES A. HOLBROOK.

The employees of Abraham & Straus in Brooklyn adopted this tribute to Isidor Straus and Mrs. Straus:

We, the employees of Abraham & Straus, in solemn meeting assembled, desire to express our sympathy in the loss of Mr. Isidor Straus and his noble wife and to show our appreciation not only of the lesson of their lives but of the beautiful inspiration in their death.

We realize that it is given to all men and women to find joy and recompense in helping fellow men and women, and that the supreme happiness of such lives is their own splendid reward. In so far as that all humanity can share appreciation of their lives.

But only some awful tragedy, some soul-trying emergency that transcends the trials of every day life, can bring forth the diviner attributes of men and women, that stir the world with their sublimity.

We indeed extend our sympathy to the family of Mr. and Mrs. Isidor Straus in their incalculable loss and beg to share in the sorrow, but we also feel that no heritage would be so everlastingly sublime as the memory of the nobility of the death of this man and woman.

As their lives were examples of human goodness, so their death must remain as an inspiration. With the sorrow of their loss there must mingle with us the exaltation of having even in small part been associated with such a man and woman.

The body of Isidor Straus was picked up by the Mackay-Bennett cable ship and landed at Halifax on Tuesday. From there it was shipped to New York. Mrs. Straus was not found. The funeral will be held at the convenience of the family, and will be strictly private.

A memorial service to Mr. and Mrs. Isidor Straus will be held at Carnegie Hall on May 12. For this purpose an organization has been formed with Judge Greenbaum as chairman and Mr. Wauberg, of Kuhn, Loeb & Co. as secretary, and the different organizations with which the deceased were connected have been asked to join. John J. Miller, president of the Crockery Board of Trade, has been asked to issue invitations to its members.

AT BOSTON.

MISS NELLIE MULVANEY, assistant to Geo. A. Granville, is expected to return from Bermuda in about two weeks. The report that she had left his employ is erroneous.

John W. Power, representing the Buffalo Cut Glass Co., has just closed some large orders, and is optimism personified.

J. William Swain, formerly with Geo. W. Beals, and recently with McKenney & Waterbury Co., has gone into business for himself, in the electric and gas lighting line.

J. J. Dunn, local representative of the Pittsburgh Lamp, Brass & Glass Co., is covering New Hampshire territory this week.

M. Purington, with Harry B. Hollis, is running through Rhode Island and Central Massachusetts, while Harry Wheeler is successfully covering local territory.

Geo. K. Marshall, Boston manager for the Fostoria Glass Co., is covering Vermont and New Hampshire this week.

Geo. W. Beals, manufacturers' agent, returned Monday from a trip through Connecticut. Mr. Wellington, salesman, is having a good demand locally.

Business with the Mitchell, Woodbury Co. is excellent. Mr. Hills, salesman, left for western Massachusetts the first of the week. H. M. Ford is still confined to his residence at Winthrop, though improving.

F. W. Fisher, of the F. E. Nelson Syndicate, has just returned from Mount Clemens, Mich., having derived much benefit from the baths.

Chase & Francis are enjoying a fine demand for their various lines.

Robert Hall, for thirty-five years connected with the Wm. M. Hall Co., North Attleboro, crockery, glassware and kitchen furnishings, has severed his connection with the firm.

Chas. A. Chenoweth, dealer in antique china, curios, etc., Nantucket, was in town this week and purchased extensively of novelties.

Abe H. Hays, representing the Cook Pottery Co., left the Hub for other New England trade centres the last of the week, as did also Geo. G. Shattuck, for George F. Bassett & Co., New York.

Salesmen in town include W. S. Creveling, with

the Guernsey Earthenware Co., Cambridge, O.; W. L. Young, representing the Smith-Phillips China Co.; Harry G. Mills, for the Homer Laughlin China Co., and Alexander Fraser, with Rochester Cut Glass Co.

Henry Creange, of Henry Creange, Inc., visited the Boston coterie Monday and Tuesday.

Buyers boosting busy Boston were Mr. Remick, of Remick Furniture Co., Milford; Joseph Voyer, Lewiston, Me.; George Alden, of George Alden Co., Brockton; Walsh Bros., Newport, R. I.; Mr. Avery, of Avery Furniture Co., South Framingham; Mr. Saint Louis, with James Edgar Co., Brockton; Mr. Atherton, of the Atherton Furniture Co., Brockton branch; Mr. Ropes, of the Ropes Drug Co., Salem; Frank H. Dunmore, with the Shepard Co., Providence; Mike Ryan, with the Bon Marche Dry Goods Co., Lowell; Joseph Safford & Sons, Rochester, N. H.; Mr. Lowrey, of Lowrey Bros., Fairfield, Me., and Mr. Sullivan, Salem.

THE CONDITION OF BUSINESS.

Little or no change has occurred in New York conditions around the District. Out-of-town visitors have been rare, nearby trade has done but little, and city buyers still hold off. Weather conditions are to a certain degree responsible, and the Titanic catastrophe also had a marked influence on business. Were it not for mail orders, which are reasonably good, and the favors coming from travelers, business would be dull.

It has been noted previously that buyers were anxious to get what goods they had on order. That condition still prevails, but will soon be alleviated somewhat as far as English goods are concerned because of arrivals last week and this. Crockery from Staffordshire has been coming in slowly for many weeks, owing to strikes on the other side of the water. The stevedores held up shipments and caused the earthenware packages to be buried under mass a of miscellaneous goods. Then came the coal strike, necessitating the laying off of many steamers. Peculiar results followed. Ware ordered in March arrived before goods which left the factories in November and December. Steamers are now plying more regularly, and deliveries will be prompt hereafter.

German fancy goods are moving so slowly that it might almost be said there is no demand for them. Dinnerware is doing better, but there is no boom.

French goods have continued in pretty good request, and the orders placed this year so far are much in excess of last year.

The American potteries are all working full, and shipping many goods. They are accumulating a little stock here and there, but as a whole the potters have not much to complain of.

Blown glassware is still hard to secure. Pressed tableware is quiet. Manufacturers of chimneys are getting busy, and electric lighting goods are in fair demand. Cut glass still pursues its erratic course, some firms being very busy, while others are only moderately so. While the cheaper goods are in most demand, some manufacturers of high grade goods have plenty to do.

The lamp trade still continues quiet. It is the season when buyers should be in the market, but as conditions have changed somewhat in the last few years the delay in purchasing does not create any uneasiness because buyers have been coming later and later. Last year the active buying did not begin until the middle of May.

Retail trade is very quiet in the city, but is fairly seasonable in the nearby towns.

Returning travelers from New England points say that conditions there are better than they are in the Middle States, and that the Boston jobbers report a very good trade.

The Middle West is not doing as much as it did last year at this time, while in the far West and on the Pacific Slope business is fairly good. The South is complaining a little on account of cold and wet weather. Floods in the lower Mississippi valley have destroyed many crops, and in the Southeast the late spring has retarded fruits and berries. In spite of these untoward conditions, general business is much better than it was a year ago.

Government statistics show that the volume of trade is larger and increasing. Railroads are moving more freight, the stock market is active, with advancing prices, and if spring really does come to us before summer sets in there is still hope for a fair movement in the crockery trade.

East Liverpool and Vicinity. Business conditions could be better, so far as the pottery manufacturers are concerned. While all the shops are running, they could increase their sales without being crowded in the manufacturing department. The West and Northwest are said to be the two best sections for new business just now.

Sebring, O. While the five potteries here are being operated, they are not going to capacity. As in other pottery districts, more business could be handled with com-

parative ease. Indications, however, point to an improvement at an early date.

Pittsburgh and Vicinity

Apathy has ruled the general glass market during the past week, according to well-informed manufacturers. Specialties have been the best sellers, tableware having been seemingly put aside. Confectionery glassware has been in active demand. Collections are reported fair. Business from the South is rather backward.

MAKING PROGRESS.

A MEETING of the organizers of the National Housefurnishing, Crockery and Glass Association was held at Terrace Garden, Fifty-eighth street, near Lexington avenue, last Friday night. Many important matters were discussed. One of the members proposed that an employment bureau be established, and that the question of creating a fund from which loans could be made to members of the Association who were unemployed or in straitened circumstances be taken up in the near future. Plans were also made for a dinner to be given to the local buyers at which a programme for the convention of the Association to be held next August should be discussed and the by-laws of the organization read and adopted. The matter of calling the next meeting was left in the hands of Chas. Herman, of the J. L. Kesner Co.

FEDERAL COMMERCE CHAMBER FORMED.

IN response to call the issued by President Taft, which we printed last month, seven hundred and fifty delegates representing two hundred and fifty commercial bodies met in Washington on Monday and Tuesday and formed a national commercial organization which will be known as "The Chamber of Commerce of the United States." The Merchants' Association of New York was represented by a delegation consisting of President Henry R. Towne, William C. Breed, Thomas H. Downing, and S. C. Mead, secretary of the association.

The purpose of the organization will be to establish closer relations between the commercial interests of the country and the Federal administrative officials, and thus to bring about a better understanding and a larger degree of harmony in the application of the laws.

The following officers were elected: President, Harry A. Wheeler, Chicago; vice-presidents: for the Pacific Slope, J. M. Teal, Portland, Oregon; for the South, Asa G. Chandler, Atlanta, Georgia; for the

East, A. B. Farquhar, York, Pennsylvania; treasurer, John Joy Edson, Washington, D. C.; counsel, J. Francis Burke, Pittsburgh, Pa.

Permanent headquarters will be established in Washington.

SAN FRANCISCO AND THE COAST.

BUSINESS seems to be a little slow this week, but this condition is not expected to last long. Country orders are keeping up in good shape. Many of the members of the city trade are offering special inducements in order to stimulate interest. Great attention is being paid to attractive displays.

The Nathan-Dohrmann Co. is preparing for a household exhibition on the first of May. Each company whose lines are handled will be given a special booth, and the demonstrations will be an interesting feature.

The new line of silver deposit ware from the Fostoria Glass Co. has arrived and is now being shown at the sample rooms, 718 Mission street.

Mr. Block, president of the Anglo-American Importing Co., is on a short trip to the southern part of the State.

Sigurd Landstrom, Lebanon, Ore., has taken the agency for Hawkes cut glass, and all his other lines will be closed out.

B. F. Heastand, Coast manager of the Fostoria Glass Co., left this week for a tour of the southern part of the State, to be gone about three weeks.

A. L. Conger, of the A. L. Conger Co., has returned from the southern part of the State, and is now making a short trip to the Sacramento valley towns.

R. C. Altschul and George Holiday, representing Himmelstern Bros., are on the road again after spending some time at headquarters. Mr. Altschul is in the south and Mr. Holiday is calling on the trade in the north. Both are sending in good, substantial orders.

F. M. Dunn, Coast manager for the United States Glass Co., is out on a three-weeks' trip to Portland, Seattle, and other northern towns.

Fred Dohrmann, Sr., of the Dohrmann Commercial Co., and C. B. Joseph, sales manager of the Nathan-Dohrmann Co., are on one of those periodical merchant excursions over the State ending in Los Angeles.

W. F. Jantzen, of the Vollmer-Jantzen Co., Los Angeles, is here for a week or ten days inspecting

business conditions. He says that things have very much improved in Los Angeles, and without exception merchants are looking for big business this year.

J. C. Hammond, of the Parmalee-Dohrmann Co., Los Angeles, is spending a few days with the Dohrmann interests in this city.

E. C. Ledger, representing William S. Pitcairn, New York, will call upon the trade in this city about May 1.

Mr. Bazette, of the Pacific Coast China Co., Seattle, Wash., is in the city on business this week.

Nick Ferrie, formerly buyer for the household department of the A. T. Lewis Dry Goods Co., Denver, Col., is here for the purpose of forming other connections.

Mr. Averrill, with Meyer & Frank, Portland, Ore., stopped over here for several days on his return from a trip to Europe.

Joseph Heineberg, of the Cowen-Heineberg Co., is now showing that company's samples in the southern part of the State.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Apr. 13 '12	Correspond- ing period 1911	Exports Jan. 1 to Apr. 13, '12	Correspond- ing period 1911
Boston	121	88	2029	2424
New York	152	88	2,80	2648
Baltimore	35	372	2598	3576
Philadelphia	197	87	1124	1499
New Orleans .....	....	67	213	320
Newport News .....	....	....	45	26
San Francisco .....	....	....	412	30
Portland (Me.)	20	34	464	505
Galveston .....	....	....	153	376
Portland (Or.)	15	....	59	....
Inland Points	1	18	165	712
Total	541	754	9542	12116

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Apr. 13, '12	Correspond- ing period 1911	Exports Jan. 1 to Apr. 13, '12	Correspond- ing period 1911
New York	152	98	2350	2499
Boston	121	125	2029	2404
Philadelphia	197	81	1124	1455
Baltimore	35	140	2598	3571
San Francisco .....	....	....	412	30
New Orleans .....	....	1	216	270
Portland (Me.)	20	10	549	389
Galveston	15	....	168	376
Newport News .....	....	....	45	26
Portland (Or.) .....	....	....	44	....
Inland Points	1	....	183	198
Total	541	461	9718	11218

MERCHANDISING DEPARTMENT.

[This department is carried on in the interest of buyers who may not be able to get around to all the manufacturers' showrooms, yet are looking for special goods that are bargains. Nothing will appear here that has not some special or attractive feature, the main one being price. In writing to the "Merchandise Editor" for particulars please quote the number of the item that you are interested in.]

EVERY mail brings applications from buyers desiring to be put in touch with the firms whose goods are listed in these columns. One crockery importer has received five direct orders, twelve firms have ordered vacuum cleaners, the firm listing water bottles has received many inquiries, while one firm in Nova Scotia sent in an order for a quantity of lamps. Those who have ordered the cut glass specialties have been particularly fortunate. The firms which have availed themselves of the advantage of this department are not slow to speak in high terms of the quick returns that they have received. Send in your special offers if a manufacturer or agent, and your requirements if you are a buyer or merchant.

ON SALE.

- A 29—One of our subscribers has an assortment of covered glass steins with rock crystal cuttings, enameled colorings and colored flashing. He has three or four dozen, usual import price is \$2 to \$2.50 each. He will sell at a \$1 each.
- A 30—Thirty dozen iridescent glass sherbets, imported, can be bought at \$1.25 per dozen, delivered in New York, no charge for package. The regular import price of these is \$1.75.
- A 34—A very reputable glass cutting firm will cut 150 comports, eight and one-half inches high, six-inches in diameter, straight stem, with a good flashy design, three large buzz stars at \$1.15 net. All cut blanks, not figured. This offer should be snapped up at once, it is an especially good one.
- A 41—Here is a good one. One of the best known glass cutting houses in the country is offering: Eighty-five vases, ten-inch, twelve-inch, fourteen inch stone engraved pattern. The regular price is \$3, \$4, and \$5 each. They will close out at half price as they are discontinuing the pattern. These are very fine goods. The lot is a great bargain for someone looking for a special attraction for the June wedding season.
- A 42—One of the largest lamp and illuminating glass manufacturers in the country makes the following exceptional offers: Eighteen assorted gas and electric portables, excellent designs, at half the usual price.
- A 43—Six dozen hand-decorated, hanging domes, eighteen inch, leaded glass effect, with monastery scenes, in beautiful coloring, artistically carried out, at fifty per cent off the regular price.
- A 44—Six dozen portables, oriental designs, highly artistic effects and brilliant coloring less fifty per cent off the ordinary price.
- A 47—An exceptionally particular cut glass manufacturer has 80 carafes globe shape, 80 carafes squat shape, which show slight blisters and stones, and had been put aside on that account. So he put a good showy miter cutting on them, three large buzz stars, with prism and bead design between the buzz stars. They are offered at \$1.00 each net cash; quantity to suit buyer; f.o.b. factory.
- A 48—Another firm of excellent reputation has a surplus of blanks of tall two-pint jugs, and will cut 100 of them for \$1.50 each in a nice showy buzz star cutting. He states that they would be cheap even at \$2.00. Terms net cash; quantity to suit buyer. F.o.b. factory.
- A 49—A concern has purchased a very large assortment of hotel ware made by John Maddock & Sons, Burslem, England, and one or two patterns of Dunn-Bennett's unchippable china from the same town, and can sell it at the price of thirds—namely, \$3.50 per £, or 56¼ per cent. off the American list. In this lot are 4 inch to 8 inch plates, 6 inch to 7 inch rim soups, 7 inch coup soups, individual butters, 4 inch and 5 inch fruits, 4 inch to 14 inch plates, 5 inch to 7 inch comports, 2½ inch to 8 inch salads, 54s, 48s, 42s, 36s, 30s, 24s, 12s and 6s jugs, sugar bowls, round covered, A. D. cups and saucers, coffee cups and saucers, bouillon cups, egg cups, ice bowls, oyster bowls, cake covers, butter dishes and mustards. There are five different patterns in Tokio green, rosebud, apple green twist, steel blue magnet and blue murad. These are not seconds or thirds, but first quality. Don't waste time if you want any of them.
- A 50—A western potter who is particular in his selection when executing orders makes the following offer of more or less imperfect matt green jardinieres, good shapes, many embossed and footed:
- | | |
|---|---------------------------|
| 6 doz. 5in. at \$.85 doz. | regular price \$2.00 doz. |
| 6 " 6in. at 1.20 " | " 2.50 " |
| 6 " 7in. at 1.80 " | " 4.00 " |
| 6 " 8in. at 2.50 " | " 5.50 " |
| 20 " 9in. at 3.75 " | " 6.50 " |
| 20 " 10in. at 6.00 " | " 8.00 " |
| 20 " 12in. at 9.00 " | " 24.00 " |
| 12 umbrella stands, matt green, at \$9 doz. | regular price \$24 doz. |
- F.o.b. factory; no charge for package. Quantity to suit buyer. These are just the things that the public is buying now. Secure some of them while you can at these low prices.
- A 51—A large importer makes the following offer of a very rapid-selling ten cent article: 200 dozen, footed, globe shape English earthenware bowls, capacity a little over a quart, 24s, decorated with blue band and black lines, and green band and blue lines, in gross lots at \$9 per gross. Usual charge for package and shipping.

- A 52—A cut glass manufacturer has the following goods that he is desirous of turning into cash:
40 blown lead glass tankard jugs, with a very attractive cutting, rose design, at 75 cents each
- A 53—15 French shaped champagne glasses, rose cutting, cut stems, at \$4.25 doz.
- A 54—15 light blown cut glass vases, 8 in, rose design, at \$2.00 doz.
- A 55—15 light blown cut glass vases, 6 in, rose design, at \$1.85 doz
- A 56—15 English goblets, optic effect, rose cutting, at \$1.85 doz.
- A 57—A special line of light blown lead glass tumblers, 9 oz., is offered in three different cuttings—grape and vine, cherry and rose design—at 65 cents per dozen., f.o.b. New York. Package charges. These are worth 75 cents.
- A 58—Special light blown lead glass tumblers, Marguerite cutting, 68 cents doz.
- A 59—A snap for a June wedding sale is offered by one of the most reputable glass cutting houses in the country—viz., forty-eight 6 in. rock crystal bud vases for 75 cents each. The regular price is \$1.50.
- A 60—A lot of Japanese vases, packed forty-eight in a case, will be cleaned out at \$30.00 per case. F. o. b. destination. No charge for package. There are twelve assorted shapes, each twelve inches high, in a case, in a variety of handsome decorations, with plenty of gold. Just the thing for a special sale or for premium uses.
- A 61—120 bamboo porch screens, 6x8, \$18 doz ; 72 bamboo porch screens, 10x8, \$30 doz ; 30 bamboo porch screens, 12x8, \$42. These are Japanese natural bamboo, with ropes and pulleys complete. F.o.b. New York; no charge for package. As will be seen from the prices, these goods are exceptional bargains.
- A 62—An exceptional bargain, offered by one of the largest importing houses in the country, is an assorted package containing six doz. specialties or novelties, such as covered jugs, children's mugs, plates, covered bon-bon boxes, puff boxes on feet, candlesticks with reflectors. All these items have nursery rhymes and figures. Vases, bon-bons, mayonaise dishes, sugars and creams, mustard pots, cups and saucers, extra tea size, all imitation roses made of china, from the celebrated Tettau factory. There is not an article worth less than \$4 a doz.; many are worth \$6. Six of each item in a package. Offered for \$2 a doz in 6 doz. packages or \$12 a lot; f.o.b. New York.
- A 63—The firm making the foregoing offer also presents another snap, viz., cups and saucers for children, milk mugs, oatmeal bowls, plates, pin trays, covered bon bons, all of excellent ware with nursery-rhyme figures and legends and high class decorations. Imitation rose peppers and salts, bon-bons, pin trays, etc. No article worth less than \$2 a doz.; many worth \$2.50. One doz. of each article in a package at \$10.50 per package; f.o.b. New York.
- Both the above lines are particularly adapted to seaside or summer resort trade.

A 64—Import samples of the well-known "Schlegelmilch" ware, consisting of fancy salads, cake plates, sugars and creams etc 650 pieces at considerably less than the regular import price. The purchaser would have the double advantage of having the advance samples before the line appeared generally, as well as getting them cheap. Quantities in assortments to suit will be made up.

It will be the endeavor of the editor of this department to put before our subscribers goods for sale that are seasonable, as will be noticed in the present number. The wedding presents season is close approaching; hence the offers of cut glass. The lamp season is now opening, and the lamps offered could not be more appropriate for special sales in that department. No time should be lost in making application for any line that you should want, as the policy of "first come first served" is strictly maintained. The numbers that have been taken out this week have either been sold, withdrawn, or options on their purchase given.



MERCHANDISE WANTED.

- 46—A subscriber is looking for fish globes in various sizes, for premium purposes, and will buy in large quantities. This deal is soon to close, so immediate action is recommended.
- 47—Here is an excellent opportunity for some enterprising pottery. A subscriber writes: "I am wanting a price on gold band goods, to be shipped in assortments; can use from five to ten thousand during the months of August and September if I can get the proper price."
- 48—A large five and ten-cent store firm in New York State writes as follows: "Who among domestic pottery people make flow blue, gold stamp ware, low priced?" They are in the market for this class of goods. There is an opportunity for someone.
- 49—Several firms have requested that we secure for them a line of cut glass seconds for a sales proposition.
- 50—Wanted, a quantity of cheap glass jars, on the order of Mason jars, with glass tops, for holding a soapy compound; quart capacity. Must be cheap. If these are satisfactory and meet the requirements orders for carloads will be forthcoming.

AN UNUSUAL DISPLAY.

AT Washington, D. C., last week Dulin & Martin made a display of china in a regular commercial way that was quite out of the ordinary. So much so that the daily press of that city, even in the midst of an energetic political season, found space to mention it. They were particularly strong on English bone china, being fortunate enough to corral Alfred B. Evans with all Meakin & Ridgway's samples, which were added to the regular line. Vast throngs of the elite visited the exhibition, and some good sales were made.

The New York Crockery and Glass District.

The lamp department at Bawo & Dotter's is looking extremely attractive in its new equipment of this season's creations. When all the lights are turned on the showroom offers an entrancing spectacle. But the most important feature to buyers is the excellent values offered.

On another page the Turner & Seymour Mfg. Co., of Torrington, Conn., illustrate two electric clusters made with a large cluster box in order to facilitate wiring, the size of the box making for both ease and rapidity in the operation.

Robt. Slimmon & Co. have what is probably the largest variety of English earthenware dinner patterns, both in numbers and designs, shown in this country. They represent A. J. Wilkinson, Ltd., Bourne & Leigh, Upper Hanley Pottery Co., and J. H. Weatherby & Sons; and also show a very large line of teapots from R. Sudlow & Sons, majolica from Shorter & Sons, and china from Collingwood Bros. With such an array every dealer in the country can find something attractive to add to his stock.

The Central Glass Works have sent to their New York representative, A. P. Doctor, some very pretty blown glass vases daintily cut in floral designs—excellent for the wedding-present season. Also a new decanter and an individual water bottle called "The Nightcap."

The Cambridge Glass Co. is showing a very attractive line of tableware, both pressed and blown, with gold and silver decoration, and Wm. Dealing is well pleased with the way the buyers are taking to it.

The Crown Novelty Co. is showing at its New York showrooms, 46 West Broadway, a unique line of lamps. The three-light portable with the drooping shades is attracting a great deal of attention, its great advantage being that it can be fitted with various kinds of glassware to match different decorations. The line of etched plateaux with the design

in the glass is taking remarkably well with buyers, because the same design may be applied to the plateaux that is on the table glassware, thus carrying out the decorative scheme.

E. J. Ridgway has just received a lot of new samples of Minton china that will rank among the best things brought out this season. The decorations are modified treatments of some of their earlier productions belonging to the Renaissance school. The coloring are very fine and exceedingly soft, yet quite distinctive.

Geo. H. Woodworth, New York representative of S. A. Weller, has just received some jardinières that are a distinct departure. The line is called Graystone. The surface is roughed like very fine limestone and is ornamented with bas relief designs in Grecian style. While primarily designed for outdoor use, they are just as well adapted for interiors. Ranging in size from fourteen to thirty-eight inches in diameter, they may be used in various ways. Everybody who has seen them has bought at once.

Harry Benedikt may now be seen at his handsome quarters on the fourth floor of the new building 71-73 Murray street.

Eight years ago the Guernsey Earthenware Co. started making casseroles and brown and white-lined enameled earthenware in Cambridge, O. To-day hotels, clubs and restaurants all over the country are using this kind of ware, and thousands of householders are eating meals which have been cooked and served in Guernsey ware. Nearly all the silverware manufacturers are using the goods for mounting. The capacity of the works has been tripled, and pieces are made in nearly every conceivable shape and size. The prices apparently are satisfactory, or such large quantities would not be purchased yearly, and the quality must be right, or repeat orders would not come in so frequently. The company issues a little catalogue containing between fifty and sixty illustrations of various shapes, which will be mailed to anyone making a request.

FOUNDED IN 1874.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 2, 1912

THE GREAT DESIDERATUM.

IN order to make sales it is essential that a manufacturer present his wares to the notice of dealers. If he fails to get his lines before the buyer his business necessarily does not succeed. And, on the other hand, if a buyer shuts himself in his office and only sees a portion of the goods made in his line, his business cannot progress.

The problem with every manufacturer is how best to get customers to see his product. He has a showroom and salesmen, and advertisers the fact that his goods are on sale. But such a multiplicity of wares are made and so many new firms are constantly coming into existence that it is next to impossible for a buyer to make personal calls and inspect all their goods.

Therefore, to have all the products displayed under one roof, so that they might be seen without the waste of time consequent upon going from one showroom to another would not only be a boon to the buyer, but an undoubted advantage to the manufacturer, and the expense entailed by such a mode of procedure would be more than warranted.

That buyers are in favor of exhibitions devoted to their own special lines, where only those interested in the wholesale purchase shall be admitted, is shown by the annual Furniture Exhibit at the Grand Central Palace. It would seem logical, therefore, that an exhibit of housefurnishings, crockery, glass and lamps would be just as successful if run upon strictly business lines for the mutual benefit of buyers

and sellers—the general public and curiosity-seekers to be excluded, except on special occasions.

The reason that trade expositions of crockery, glass and lamp lines have not been more thoroughly patronized by the manufacturers heretofore was mainly owing to the doubt in their minds whether buyers would go there or not. This doubt is now dispelled. The buyers themselves express a desire for a thoroughly representative exhibition, and there is every reason to believe that the one in prospect will prove so.

Never before has the idea been so intelligently handled, or by men more fitted to carry the project through. They are well known in the trade for their business ability and integrity, and it only remains for the manufacturers to co-operate with them.

PERSONAL.

ONE of the best known and successful French china salesmen in the trade is Walter T. Wessells. He is a very tall young man, and until lately was rather thin. Recently however, he has been taking on weight, and this is so becoming that a friend last week greeted him with the remark that he was now out of the bean-pole class and was becoming almost as handsome as the Martin china he sells.

M. J. Donohue is buying for the crockery, glass and housefurnishing department of Clark Bros., Scranton, Pa.

A. G. Lallermant, formerly with A. A. Vantine & Co., is now with the Goodwin & Kintz Co., selling the lighting fixture line under R. Grenelle, manager of the New York office.

Edward Unger has been visiting his New England friends this week.

Fred D. Swasey, of Portland Me., was in town last week on his way from Chicago, where he has been for the last two or three weeks. He went to Boston on Friday, and from thence on to his home in Portland.

H. G. Freese is in Cincinnati this week experiencing good trade. Vogt & Dose's fine Limoges china seems popular, to judge from the orders he is sending in.

G. E. Meissner, manager of the housefurnishing department of Bawo & Dotter, sailed for Europe on the Augusta Victoria on Tuesday of this week. He will be away for a few months, during which time, according to his own statement, he will see a few shows, smoke a few cigars, and incidentally visit

factories in Germany, Austria, Sweden, France and England, buying new lines for his department.



William Junor, of Toronto, is in evidence this week in the District. He received the usual hearty welcome.



R. G. West, of the John B. Higbee Glass Co., arrived in New York on Wednesday. The New York office will be discontinued temporarily, as their lease expires May 1, and they will take time to look around for better quarters. This of course throws Alex. G. Menzies out of a position.



Ferdinand Daudt, Toledo, O., was buying in New York this week.



Gustave Vogt, of Vogt & Dose, arrived in New York Friday on the new steamer "France".



Wm. O. Coleman, of the Burley & Tyrell Co., Chicago, was in New York Friday and Saturday of last week.



H. C. Kupper sailed for Europe Wednesday, leaving on the new steamer "France." He was accompanied by his wife, who makes her first visit abroad.



G. M. Wright, recently with Batterman's, Brooklyn, has been appointed buyer for premium department of McCall Co.



D. C. Mansfield, of the J. Seth Hopkins-Mansfield Co., of Baltimore, Md., is away from business for a time on account of sickness.



E. J. Ridgway is a passenger for England on the Adriatic, leaving May 2. He will be gone until late in July or early in August.



P. Hyman, proprietor of the American Importing Co., London, England, is due to arrive in New York May 6. Anyone desiring to confer with him relative to increasing their export trade may address him, care Michelson & Sternberg, 116 Broad street, this city. He will be here only about a week.



George Brush, president of the Brush-McCoy Pottery Co., was in town last week to settle several important deals and while here completed arrangements systematizing his selling force. In future the United States will be divided in three districts—Eastern, Western and Central—over each of which he has appointed a district sales manager. These sales-managers will have general supervision over their respective territories, and be direct representatives of the factory, but will in no way interfere with the present local selling agents other than to have a

fatherly eye on them. Frank H. Vaughn has been appointed to care for the Eastern section, which comprises New York and the New England States.



John Davison will leave for his annual trip to Europe on the Caronia Saturday of this week.



Harry S. Clarke, with Robt. Slimmon & Co., will be in St. Louis at the Planters' Hotel May 5, 7 and 9; in Memphis at the Gayoso May 10 and 11, and at the Hermitage, Memphis, May 12 and 14.



Chas. Verrier, of the Union Ceramique, France, is in New York visiting Maddock & Miller, who carry his line here.



John J. Miller will sail for England on the Carmania May 9.



B. Stanton, who until recently has had charge of the housefurnishings, crockery and glass for Stewart & Co., Baltimore, will in the future devote his entire attention to supervising the housefurnishing department. Wm. C. McMillan, formerly with the Wallace Co., Schenectady, N. Y., has been appointed manager of the crockery department.



W. W. Johnes, formerly of Monticello, N. Y., has been appointed housefurnishings and crockery buyer for A. A. Brager, Baltimore, in the place of D. J. Kaufman, who is now selling goods for a housefurnishings manufacturing concern.



W. J. Bradley, president of the J. D. Bergen Co., was in town this week on special business.



C. H. Taylor, who has been spending some time on his Florida possessions, came home last week, and on Tuesday went to Boston for a short visit.



C. H. Wohlberg, with the J. D. Bergen Co., has just come in off the road, and will remain in New York until August to meet the visiting buyers from his territory.



Henry Warneke, buyer for Higgins & Seiter, sailed for Europe on the Celtic April 25.



W. H. Sheldon, Middlesberry, Vt., was in the city this week, buying fine china and glassware.



The Murphy Dry Goods Co., Sherman, Tex., was represented in the District this week, and placed many orders.



C. M. Beach, New Milford, Conn., paid a visit to the District this week on his way from Atlantic City, where he has been taking a rest.



A. P. & E. L. Eagleston, Hyannis, Mass., were buying glass and crockery in New York this week.

OBITUARY.

WILLIAM SCHWARTZ, secretary and one of the heaviest stockholders in the firm of S. & G. Gump, San Francisco, died April 22 at his apartments in the Richelieu Hotel, that city, aged 56.

Edward C. Campbell, who had charge of the china department of C. F. Jackson, Findlay, O., died April 21, aged forty-six. He was born at Central Valley, Orange County, N. Y., and went to Findlay six years ago. He leaves a widow and two sons.

AT CHICAGO.

WITH the late but decided arrival of spring has come an activity among the crockery and glassware people of this city. Trade has improved greatly, and a look at the window displays shows that the dealers are prepared for a good season.

Mills, Gardner & Co. have removed from their former location in the Heyworth Building to rooms 1812-13. The new quarters are larger and brighter, and will permit them to make a much better display.

Thomas Gill, formerly buyer for Mansur Brothers' crockery and glass department, but now with a department store in Portland, Ore., is here visiting relatives. He has just returned from a three months' trip through Europe in the interests of his new concern.

Three eastern traveling salesman—S. Frank, I. Levinson, and J. Johnson—have been added to the selling force of the Queensware Lamp and Novelty Co., Republic building.

H. A. Marshall, of the Fostoria Glass Co., has returned from a trip to Denver, Col.

F. Senior Pickles arrived in the city last Thursday with a handsome display of the Buffalo Cut Glass Co.'s line, which he has been showing at the Palmer House.

Albert H. Hunt, of the Hunt Cut Glass Co., Honesdale, Pa., is at the same hostelry with a praiseworthy display.

E. P. Pilkey, of the McKee Glass Co., Jeannette, Pa., was in town the past week.

William Comstock, superintendent of the manufacturing department of the Bradley & Hubbard Mfg. Co., Meriden, Conn., visited the Chicago agency of that concern last week.

D. F. Richardson, buyer for the Burling & Tyrell Co., who has returned from a trip to Europe in the interests of the concern, says that fortune certainly

favored him. When he was about to leave for Europe accident prevented him from embarking on a ship which afterwards took fire, and again on his return trip he just missed taking passage on the Titanic by being called back home on an earlier boat.

M. J. Geary and C. Kroncke, of the Chicago office of Morimura Brothers, are making their regular trips, and will not return until the latter part of the month.

C. H. Ueberroth, sales manager of the Saxon China Co., Sebring, O. spent a few days in Chicago recently.

M. L. Parker & Co., of Davenport, Ia., were represented here the past week by Messrs. Parker and Miller.

Charles B. Moore, of Dallas, Tex., was here the past week buying for his firm, the Moore-DeGrazier Co.

D. G. Welty, manager of the Chicago office of the Gillinder & Sons Co., is expected to return to Chicago this week.

The Chicago agency of the Crooksville China Co. is comfortably located in room 319 of the same building as formerly.

L. Heineman, of the Bayer & Pretzfelder Co., Messrs. Graham and Plummer, of the Graham & Zenger Co.; Bert Grazer, with the Duncan-Miller concern; W. Jackson, with the Taylor, Smith & Taylor Co.; Norman C. Walker, with Meakin & Ridgway, and Harry S. Clarke, with Robert Slimmon & Co., were showing their lines at the Palmer House during the past week.

Wm. Schreiber, with Bawo & Dotter, New York, was a visitor at the Chicago office of the concern the past week.

CROCKERY FIRM FAILS.

THE Lincoln Crockery Co., Omaha, Neb., on April 25 filed in the federal court a petition in involuntary bankruptcy. The firm's assets are set out at \$50,754.20 and liabilities at \$31,776.57. Of the liabilities \$1,205.42 is for taxes and the remainder secured claims. The largest creditor is the First National bank of Lincoln, \$13,601.92, and the other large claims are due New York and Liverpool china-ware manufacturers and jobbers, though there are a number of local creditors. The company is capitalized at \$40,000. Of the assets \$38,000 is listed as stock in trade and \$12,654.20 as accounts. Carl Funk, president, owns the majority of the stock, the other stockholders being Lillie H. Funk and C. G. Crittenden, all of Lincoln.

Among the Potteries

East and West

East Liverpool and vicinity. All manufacturing potters of the country who are identified with the United States Potters' Association have been given a copy of a

revised edition of the wage scale and agreements between the United States Potters' Association and the National Brotherhood of Operative Potters. This list has been revised up to October, 1911, and the printed editions are just being forwarded the trade by Secretary-treasurer Charles C. Ashbaugh. At the annual meeting of the National Brotherhood of Operative Potters this year there will be no change made in the wage scale of the potters, so far as the general ware end is concerned; only the sanitary wage scale is to be given consideration this season.

* *

The Elks of this city are planing a new home, and the manufacturing potters who are identified with the movement are working like Trojans for the success of the venture. A home and lodge room costing probably \$50,000 is to be put up. A site has not been selected.

* *

"We have over six weeks' business on our books, and we are working as steadily as ever, both in the clay department and in the decorating department," said an official of the Smith-Phillips China Co. to the JOURNAL. The demand for the "Princess" dinnerware is increasing, and the white and gold treatment is coming back into its own again, so far as the line of this concern is concerned.

* *

A meeting of the stockholders of the William S. Brunt Pottery Co. will be held May 24 to consider the dissolution of the company at private sale. Wednesday the pottery was sold to Will Brunt, who had been operating the plant since the death of his father. The property sold for the total of its obligation.

* *

According to information just received here, a number of changes have been made in the officials of the Crooksville China Co., at Crooksville, O. George Humes has resigned as manager, while John Elliott has been made manager of the kiln and warehouse departments. Ernest Farrell has been named as manager of the clay department. The general manage-

ment of the business, however, remains under the direction of Guy Crooks.

* *

W. C. Brown, who returned recently from a western trip for the Potters' Co-operative Co., has left for the south, and will work direct to Texas, returning by way of Oklahoma. He is showing the complete "Dresden" line of ware, which includes the new plain "Vetus" dinner shape.

* *

E. H. Sebring, of the E. H. Sebring China Co., has returned to his desk after a brief eastern business trip.

* *

Hon. G. F. Hankins, of Lexington, N. C., ex-State Senator, spent several days in the district last week placing some immediate business. "We are doing fairly well in the south," said he. "and just as soon as the weather opens we will surely start out in our normal way." This is his first trip here since last December.

* *

Clarence H. Bauman, general manger of the Globe Pottery Co., has returned from a business jaunt to New York and other eastern cities.

* *

The Edwin M. Knowles China Co. have about completed a new price list. It is the most complete record of the kind the company has ever issued, and is of the kind that "won't wear out." Business with this company is exceptionally good on dinnerware lines, and sales are far ahead of the record for the same term of last year.

* *

Charles Sebring, of the Sebring Pottery Co., has returned from Jackson, Ill., where he attended the wedding of a friend.

✕

E. S. Burke, Jr., a Cleveland connoisseur, purchased over \$2,500 worth of rare pottery at the sale of the Herbert G. Squier collection in New York. For a large Chinese deer vase, pear-shaped, with dragon handle, he paid \$1,625. He paid \$920 for a red and blue decorated gallipot of white Chien Lung porcelain with a brilliant underglaze, blue vine, soft red lotus and passion flowers.

AT PITTSBURGH.

LOCAL department store managers say that the weather has been holding trade back considerably, and that only articles of necessity, as a rule, are being called for.

* *

W. F. Ellisson is at the Ft. Pitt with the latest treatments in dinnerware from the Cook Pottery Co.

* *

Harry A. Ross, city salesman for the Pittsburgh Lamp, Brass and Glass Co., has recovered from a recent illness.

* *

F. L. Moorcraft was in the city showing the new effects in cut glass from the Ideal Cut Glass Co.

* *

J. F. Dally was at the Ft. Pitt with the new lines of art pottery and stoneware from the Brush-McCoy Pottery Co., Zanesville. This is his first trip to the district since January.

* *

H. K. Vierlinger, with the Strobel & Wilken Co. toy line, was registered at the Colonial.

* *

Larry Fletcher, manager of the Byesville plant of the Cambridge Glass Co., has returned to his office after spending several days here.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending April 30, 1912.

ANTWERP

251 packages glassware.....	B Gunthel
25 " ".....	L Straus & Sons
7 " ".....	A Berger & Co
175 " ".....	Miscellaneous Orders
5 " chinaware.....	Strobel & Wilken Co
1 " earthenware.....	L Straus & Sons
9 " ".....	E R Thieler
51 " ".....	F W Woolworth
10 " ".....	Miscellaneous Orders
10 " toys.....	Strobel & Wilken Co
23 " ".....	F A O Schwartz
4 " ".....	C J Dierckx & Co
12 " ".....	Geo Borgfeldt & Co
175 " ".....	Miscellaneous Orders

BREMEN

2 packages glassware.....	Geo Borgfeldt & Co
27 " ".....	J H Venon
202 " ".....	Miscellaneous Orders
25 " earthenware.....	Knauth, Nachod & Kuhne
4 " ".....	Bawo & Dotter
46 " ".....	Karl Hutter
83 " ".....	Geo Borgfeldt & Co
29 " ".....	Miscellaneous Orders
15 " chinaware.....	Strobel & Wilken Co
68 " toys.....	Geo Borgfeldt & Co
11 " ".....	F A O Schwartz
77 " ".....	F W Woolworth & Co
43 " ".....	Strobel & Wilken Co
63 " ".....	Miscellaneous Orders

GENOA

8 packages earthenware.....	H Creange
1 " ".....	Miscellaneous Orders

HAMBURG

49 packages glassware.....	Fensterer & Ruke
25 " ".....	Kmy-Scheerer Co
11 " ".....	Geo Borgfeldt & Co
158 " ".....	W R Noe & Sons
113 " ".....	L Straus & Sons
94 " ".....	O O Friedlander
53 " ".....	Bawo & Dotter
16 " ".....	N Wapler
387 " ".....	Brown Bros
4 " ".....	Strobel & Wilken Co
150 " ".....	Miscellaneous Orders
42 " earthenware.....	Bawo & Dotter
2 " ".....	J Palme
213 " ".....	Geo Borgfeldt & Co
15 " ".....	E R Thieler
17 " ".....	Koscherak Bros
417 " ".....	F W Woolworth
7 " ".....	F Bing & Co
42 " ".....	L D Bloch & Co
418 " ".....	Miscellaneous Orders
22 " chinaware.....	Strobel & Wilken Co
81 " toys.....	B Ilfelder
10 " ".....	F W Woolworth & Co
20 " ".....	Samstag & Hilder Bros
2 " ".....	Bawo & Dotter
1 " ".....	Knauth, Nachod & Kuhne
11 " ".....	G W Travers
6 " ".....	C B Rouss
16 " ".....	Strobel & Wilken Co
284 " ".....	Miscellaneous Orders

GLASGOW

11 packages glassware.....	H A Rogers & Co
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HAVRE

84 packages chinaware.....	Wm Guerin & Co
2 " ".....	Haviland & Co
10 " ".....	Miscellaneous Orders

LIMOGES

98 packages chinaware.....	Theodore Haviland & Co
----------------------------	------------------------

LIVERPOOL

2 packages earthenware.....	The Rowland & Marsellus Co
5 " ".....	Maddock & Miller
12 " ".....	George Hamilton
3 " ".....	Fondeville & Van Iderstine
3 " ".....	J Wygand & Co
1 " ".....	E Brote
6 " ".....	W S Pitcairn
9 " ".....	Miscellaneous Orders
6 " toys.....	Geo Borgfeldt & Co
8 " ".....	Strobel & Wilken Co

LONDON

4 packages toys.....	Strobel & Wilken Co
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ROTTERDAM

150 packages earthenware.....	Geo Borgfeldt & Co
18 " ".....	Bawo & Dotter
13 " ".....	L D Bloch & Co
39 " ".....	Lazarus & Rosenfeld
29 " ".....	Miscellaneous Orders
29 " glassware.....	Graham & Zenger
10 " ".....	Miscellaneous Orders
29 " toys.....	F A O Schwartz
38 " ".....	B Ilfelder & Co
38 " ".....	A Steinhardt & Bro
10 " ".....	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

85 packages earthenware.....	Jones, McDuffee & Stratton Co
16 " ".....	Mitchell, Woodbury Co
2 " ".....	A W Chesterton
8 " ".....	American Express Co
8 " ".....	Miscellaneous Orders

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. In order to prove that their ground-in, flange lid provision jars and pure food containers can be made absolutely air tight, and

can be vacuumized, Ripley & Co., Inc., gave a demonstration in their office a few days ago that was conclusive. A handful of paper was placed in one of the jars and a match applied. After it had been burning a spell, and the flame extending above the mouth of the jar, the lid was put on and there was a "rattle" for a moment, and then the whole jar was picked up by the knob or handle on the lid. The flame had been extinguished. Then the jar was swung to and fro while the knob on the lid was held with a string, and before the lid was taken off considerable exertion was required. The jar is said to be the only absolutely air tight proposition of the kind on the market. President Daniel C. Ripley's health is improving. He is still confined to his home.

The statement was related a few days by several of his former close friends that Walter B. Lindsay the well known glass salesman who died a fortnight ago, was one of the wealthiest salesmen in the glass trade. It has been said that through his profitable investments Mr. Lindsay at the time of his death was worth between \$50,000 and \$75,000, the bulk of this being in high grade dividend paying stocks.

The Pennsylvania Glass Co. is showing a new white-lined enamel treated piece of lighting glass which is entirely foreign to any enamel decorated piece of ware now on the market. The panel effects, however, are shown in colored glass.

A new line of optic blown vases has been brought out by the United States Glass Co., the sale of which gives promise of being very extensive. The company is also showing for the first time a number of new light cut effects on pitchers and tumblers, samples of which will be sent all sample rooms as soon as possible.

The Architectural Bronze Co. is the name of a new concern which has started in the lighting fixture business, with large offices and display rooms in the

new Jenkins Arcade Building. Rich effects in lighting glass are being shown.

McClintock, Sprague & Wilhelm Co. is a new jobbing concern here which has started to handle pottery and glass.

"If it were not for the great demand for soda fountain and ice cream parlor glass the manufacturers would not have many orders to go and come on this this season," said a manufacturer in this district to the JOURNAL this week. A lot of this business was booked early in the year, and it is now being shipped.

Demand for flower vases has been very good so far this season, and especially is this true of the etched and light cut blown lines. Department stores have ordered liberally, and the florists who handle these goods as a side line have also ordered in large lots.

There is no let-up in orders with the H. C. Fry Glass Co. and the Beaver Valley Glass Co. at Rochester, Pa. Both plants are running full time, and orders for all departments, from the heavy cut lines down to the thin blown ware goods, are all that could be desired.

News has reached the district that the Board of Trade of Bowling Green, O., have taken up the matter of having the Pitkin & Brooks Co., of Chicago, rebuild their cutting shops there, which were recently destroyed by fire.

A satisfactory adjustment has been effected by the representatives of the American Flint Glass Workers' Union and the Glass Bottle Blowers' Association whereby the differences which have existed between those organizations for many years past have been brought to an end.

The statement is made by the sales department of the Oriental Glass Co. that the specialty lines and the decorated lines of the Duncan & Miller Glass Co. are proving to be popular sellers this season. The Oriental is also having a big demand for its new "milk" glassware, which is a new creation in glass this season.

ANOTHER ASSOCIATION.

THE Chicago Glassware, Crockery and Housefurnishing Association was formed by salesmen of the allied trades at a banquet held in the Grey Room of the Hotel Sherman Friday night, April 26.

The purpose of the organization is to better the selling conditions under which the various lines are represented, to increase the volume of business to be obtained through a central market, and to provide social service to its members.

H. A. Marshall, Chicago representative of the Fostoria Glass Co., was elected chairman of the organization committee. Other members of the committee are Paul Fueslein, with Bawo & Dotter; Walter Redfield, with S. A. Weller; Ira Jones, of the Ira Jones Co.; Thomas Schollenberger, Kesner Building; and F. W. Gardner, of Mills, Gardner & Co. James Aye was elected secretary of the committee.

Speakers at the banquet were: H. A. Marshall, W. Redfield, E. Brennan, Paul Fueslein, W. Throphile, O. C. Helm, Ira Jones, F. B. Tinker, E. Esc, J. Dedhl, T. Schollenberger, James Aye and F. W. Gardner.

A banquet of the newly-formed organization will take place at the Hotel Sherman Friday night, May 10, at which officers will be elected.

The organization now has a membership of forty, and it is expected that of least fifteen applica-

tions for membership will be considered at the next meeting.

IN TOWN

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

N F Hens, with Hens & Kelly Co, toys, Buffalo. 31 Union Sq.

M Krausman, with Hunter, Tuppen Co, hf, Syracuse. 221 Fourth Ave.

S G Harwood, with Marshall Field & Co, t, Chicago. 104 Worth.

J E Fronani, with Woodward & Lothrop, c, g, Washington, D C. 334 Fourth Ave.

A J Lee, with W R Moore D G Co, hf, Memphis, Tenn. 258 Church St.

E R Schwerdtman, with Schwerdtman Toy Co, toys, St Louis. Cumberland.

EDWARD MILLER & CO. MOVE.

THE old and well-known lamp house of Edward Miller & Co. have moved their New York office to 48 and 50 Park Place. The new quarters are much handsomer than the old ones, and are very convenient of access, being near to all the transporta-



AHRENFELDT LIMOGES CHINA

— AND —

SCHIERHOLZ DRESDEN CHINA

are the leaders in their respective fields. Do not miss looking over this years Import Samples.

HERMAN C. KUPPER,

50, 52 and 54 Murray Street, New York.



tion lines. They occupy two full stores with a frontage of fifty feet and a depth of one hundred.

The office is to the right of the entrance, and on the left is a case filled with small articles, such as burners, etc. The main part of this store is given over to oil lamps and chandeliers. Arches permit entrance to the other store, which is devoted to electric and combination fixtures. The lighting arrangements are very elaborate, a maze of wires reaching every lamp in the place. The rooms are very handsomely decorated with heavy dark red cartridge paper. The moving was accomplished with surprising ease, due to the fact that C. A. Holbrook, the New York manager, made out a plan to scale showing where every price should go; and so successfully was it done that there was no interruption to business while the change was taking place.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

FIRST-CLASS pottery salesman open for position July 1st. Twenty years with one pottery. Highest references. Acquainted with trade in Central and Northwest, South and Texas. Address Box 802, this office.

WANTED—By a man experienced in the manufacture and management of potteries, a position as manager or assistant manager. Will invest some money in a good proposition. Address Box 803, this office.

WANTED TO RENT.

66 WEST BROADWAY, corner Murray street, an exceptionally good, light salesroom and office, has 755 square feet, steam heat, electric light, passenger and freight elevators. Suitable for the crockery and glassware business. Rent very low. CRUIKSHANK Co., 141 Broadway, New York.

25 WEST BROADWAY, headquarters of the crockery industry. All large, light offices, especially constructed for the display of china, glassware and crockery. Elevator, steam heat. Rents reasonable. CRUIKSHANK Co., 141 Broadway, New York.

FOR SALE.

MOULDS FOR SALE.—All the moulds used by the Murray Flint Glass Works, Philadelphia, now out of operation; also large stock of electric and gas globes, etc. Will sell cheaply to quick buyer. Address GENERAL PROCESSING CO., 2080 East Allegheny Ave., Philadelphia.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

THE EDMONSTON STUDIO,
EAST LIVERPOOL, OHIO.

COMMERCIAL PHOTOGRAPHERS.

Specialists in work on china, domestic pottery, glass (cut, decorated and pressed), enameled ware and brass.

PROMPT SERVICE.

GUARANTEED WORK.

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Jones, McDuffee & Stratton Co.

Fine Pottery, Glass and Lamp Merchants,
(TEN FLOORS.)

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE SPODE'S TOWER,	W. T. Copeland & Son
MONTEREY	Ridgways.
Flow Blue MEISSEN, Onion pattern	"
Old Blue WILLOW,	"
The ORLOFF,	"
The NAPLES WREATH,	"
The MELBA	"
Tae BRIDAL WREATH, Hotel	"
The GENEVA, Hotel,	"
The MILAN, Hotel	"
The DUSSELDORF	"
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT.	"
The BALMORAL	"
The SANTOS White and Gold,	"
The ST. MALO, Apple Green and Gold,	"
The HAVELLA,	"
The SIMPLON	"
The GROSVENOR,	"
The BARODA,	"
The MIKADO, Green and Gold,	"
The ARNO	"
The WHITE HOUSE, White and Gold	"
The PONTRACINA	"
The VALENCIA LACE, Hotel,	"
The GOLDEN CHAIN,	Alfred Meakin, Ltd.
The WINDERMERE, printed and gold,	"
The SENATE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS	"
The ATHENS, Cobalt and Gold	W. H. Grindley & Co.
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The CASKODEN,	"
The HOFBURG, Flow Blue and Gold,	"
The ROSALIND, Green and Gold,	"
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The DEVONSHIRE,	Samuel Ford & Co.
Old BLUE CANTON China, Hong Kong.	"
Old BLUE FITZHUGH China, "	"
Green and Gold MEDALLION Canton China, Hong Kong	"
The FONTENAY,	R. Delinieres & Co.
The LAFAYETTE,	Villeroy & Boch, Dresden
LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
Green FESTOON	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The TUNBRIDGE China,	Doulton & Co
The ST. LAZARE SPRAY,	Haviland & Co. China.
The CHARONNE,	"
The DONHOFF	"
The SPRINGTIME	"
The MONTEBELLO,	"
The SODERBURG,	"
The NORMA	"
The MAYENNE,	"
The PRINCESS,	"
The AMSTEL,	"
The ST. GEORGE, Gold Encrusted	"
The FRONTENAC,	"
The COUNTESS,	"
The MIRAMAR,	"
The AULIUM LEAF,	"
The CASTI-LIONE	Porcelaines G D A China.
The MALABOR, Hotel,	"
EMPIRE WREATH,	"
The BALUSTERE, Hotel,	"
The CALVADOS, Encrusted Gold,	"
FONTAINEBLEAU,	"
ELEU DE FOUR, Encrusted Gold.	The NAVARRE.
White and Gold Encrusted, the LORRAINE,	J. Pouyat
The ATHENA,	"
The NARBONNE, Green Band and Gold Lace,	"
The FULDA, Austrian China.	"
The MUNICH	"
The GRENADA,	"
The LONATO,	"
The INNS RUCK,	"
The BARONIAL, White and Gold, Bavarian China.	"
The LOUVRE,	Theodore Haviland & Co
The ARDENNES,	"
ALTADENA, Border Hotel,	John Maddock & Son
Royal Dresden BLUE ONION Porcelain, Crossed Swords brand.	"
MEISSEN CHINA (Dresden) Blue Onion.	"
The ODESSA, White and Gold Encrusted,	John Aynsley & Co.
and others which for lack of space cannot be enumerated here.	"
Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, Knowles, Taylor & Knowles, and others.	"

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,460 BINS occupied in our sixteen lofts.

PURE FOOD CONTAINER.



One Pint

One Gallon

One Quart

One and one-half Gallons

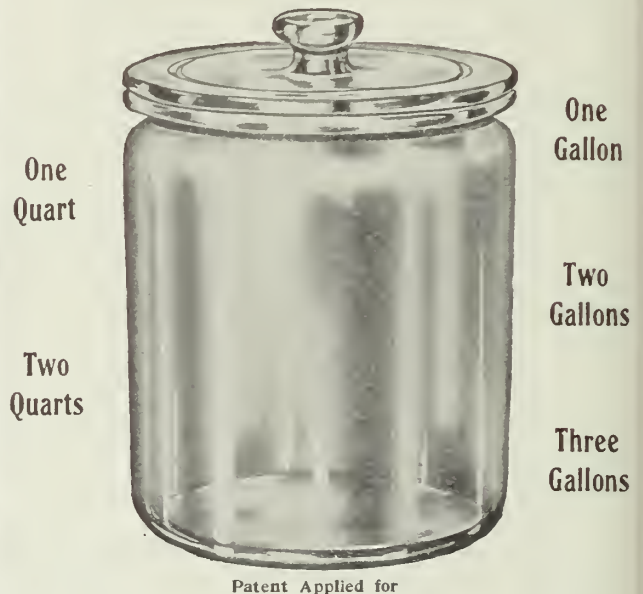
Two Quarts

Two Gallons

Patent Applied for

The warm weather is coming with its myriads of flies and other disease-spreading pests. During this time all food-stuffs should be covered. In the interest of health it becomes important to devise means to guard against contamination of food products. Our jars are designed for this purpose.

PROVISION JAR.



One Quart

One Gallon

Two Quarts

Two Gallons

Three Gallons

Patent Applied for

This Provision Jar has a ground-in lid, which makes it absolutely air-tight. We can prove this by a simple demonstration of vacuumizing.

WRITE FOR PRICES.

RIPLEY & CO.

317 House Building.

PITTSBURGH, PA.

Malone & Nicholson, 32 Park Place, New York.

J. J. Reed, 220 Devonshire St., Boston.

W. O. Edmonston, Baltimore and Sharp Sts., Baltimore.

T. M. Schollenberger, 908 Kesner Building, Chicago.

Schloss Crockery Co., San Francisco.

W. J. Ruch, Jr., Traveling Representative.

A. W. Frank, Traveling Representative.

Tobé Blumenthal, City of Mexico, Mexico.

CROCKERY & GLASS JOURNAL

NEW YORK, MAY 9, 1912.

THE CONDITION OF BUSINESS.

Trade is very quiet. The wareroom
New York. business has amounted to hardly anything the past week. While the men on the road have been doing something, and mail orders have been numerous, still in the aggregate the volume has been small. While all this looks a little pessimistic, business is no worse than it was a year ago. Trite as it may be to speak of the weather, it is undoubtedly true that the continued cold and excessive rains which have been prevalent for so many weeks have had a detrimental effect. It is not believed that the disgraceful Presidential campaign affects trade very much, as merchants are disgusted with the political mix-up and do not see that conditions could be much worse, no matter what happens, so far as politics are concerned. The situation is rather puzzling, for while Dun's, Bradstreet's and the government reports all agree in the statement that the volume of business is larger than last year, the crockery trade does not find things that way.

For nearly five years the consumption of table furnishings has been below the standard. Thousands of families must be getting along without complete dinner sets. A possible excuse for not buying ornamental china may be found in the fact that in large cities the apartment houses contain no chimney-pieces. Besides having no mantels upon which to display vases and bric-a-brac, the size of the rooms prohibits the use of the larger articles which formerly adorned the home. The country house, however, is still built and run on home principles, and why the occupants do not invest more freely in decorative china is a question that remains unanswered. The time must come when householders will have to replenish their china closets. They cannot go on forever with unhandled teas and cracked plates.

With the single exception of blown and cut glass, foreign and domestic producers are suffering alike. All are cheerful, however, believing that the end is in sight, and that before long the wished-for revival of trade will come.

Pittsburgh and Vicinity

Here and there one will find a glass factory that is busy and working to capacity in all departments. In others trade is off, and plants are working only with nominal forces. There is a lull in orders. An unsettled condition seems to exist, and manufacturers in many instances are complaining.

East Liverpool and vicinity.

Business in pottery is decidedly "spotty." Plants are not working to capacity, and salesmen are compelled to "dig" when on the road. Manufacturers say that unless business picks up in the fall the 1911 record of sales will not be reached.

EAST PALESTINE POTTERY DESTROYED BY FIRE.

FIRE caused the destruction of the East Palestine Pottery Plant at East Palestine, O., early Sunday morning. Loss, between \$125,000 and \$150,000. The cause of the fire has not been learned. The pottery was managed by Will S. George, and was owned by the W. S. George Pottery Co. It is generally believed that the plant will be rebuilt as soon as the insurance is adjusted. The boiler and engine room was the only part of the entire plant saved.

"WHEN GREEK MEETS GREEK—"

THE married men of the District are anxious to show the bachelors that they are fit, though married, and are prepared to give them a tilt at the national game. The following Benedicks stand ready to face any team that the unmarried ones can put in the field: A. A. Bean, 1b, R. R. Grenelle 2b, S. Newwirth 3b, Tepe 1f; Henning cf; Charles Schuller rf; Thomas G. Jones, ss; Ed. Hamblin p; William Kennedy c.

The bachelors comprise Messrs. Woodruff, Tiercy, Milligan, McClauley, Bryant, Smallwood, Challoner, Benford and Herbert.

The contest will take place on Saturday after-

noon, May 18, at Celtic Park, Laurel Hill, L. I., and will undoubtedly prove interesting.

M. K. Lindner, who has ordered himself a suit of steel armor, has accepted the responsibility of umpiring. In case there are any decisions which he feels in unsafe to make, he will pass the matter on to John Nixon, who will act in the capacity of referee.

Manager Ehrlich says it is to be a nine-innings affair, and that he has a lot of good men in reserve in case they are needed before the game closes.

AT CHICAGO.

THERE was a decided improvement in the crockery and glassware trade last week. Dealers expect a continued improvement until the first of August, and are preparing for the June rush in this line for wedding presents.

Marshall Field & Co. are making a special offer to retail dealers in cut glass sets for wedding presents. These consist of 15 to 50 piece cut glass outfits, including tumblers, pitchers, trays, finger bowls, butter plates, sauce bowls, punch bowls, etc. Charles S. McCoy, manager of the cut glass department, who returned last week from Europe, attempted to get passage on the Titanic, but was unable to secure it.

Elmer Sterling, St. Joseph, Mich., was a visitor in Chicago last week looking over the various lines.

Tom Schollenberger recently ordered some boxes of Havana cigars with a band on them reading: "Tom Schollenberger, The Glass Man." Tom figures he can make friends and advertise at the same time.

G. W. Milligan, Kesner building, returned the early part of the week from a short trip to Marshalltown, Iowa.

E. Swasey, of the E. Swasey Co., Portland, Me., was a visitor here last week.

M. E. Tobias, Ernest Wolf, W. A. Scott J. B. McHugh, W. T. Darden and A. L. Puffer, of New York, were displaying their lines at the Palmer House.

S. M. Johnstone, of S. M. Johnstone & Co., Minneapolis, was a visitor in the city the past week looking over the crockery and glassware products.

Stephen Longley, Winona, Minn., visited the trade in Chicago the latter part of last week and purchased a supply of goods for a glassware and china store he intends to establish in Winona.

Displays at the local salesrooms are the finest that have ever been shown, and T. M. Schollen-

berger's artistic and attractive offering is one of the best.

The Chicago Association of Commerce has issued a small book described as the "Market Guide" of Chicago, which contains among its many desirable features a list of its membership divided into seventy-eight classes according to trades, together with the names, telephone numbers, and home and office addresses of the members.

ENCOURAGING.

THE following letter has been received by Secretary Albert L. Wyman, of the National House Furnishing, Crockery and Glass Association:

Dear Sir: Your letter of April 24th at hand. I received certificate of membership O. K., and also mailed you a check for ten dollars.

I expect to be at the convention in August. I am glad to see that this organization has got started, and will do all I can to further its interests.

Keep up the work, and look for one thousand members enrolled before August 1.

Very truly yours,

HARRY M. HOLLANDER.

Siegel-Cooper Co., Chicago.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Apr. 20, '12	Correspond- ing period 1911	Exports Jan. 1 to Apr. 20, '12	Correspond- ing period 1911
Boston	115	114	2144	2538
New York	49	114	2329	2762
Baltimore	1	90	2599	3666
Philadelphia.	51	13	1175	1512
New Orleans.....	57	1	270	321
Newport News..	....	....	45	26
San Francisco ..	8	....	420	30
Portland (Me.)..	106	16	570	521
Galveston .....	....	....	153	376
Portland (Or.)..	15	....	74	....
Inland Points ..	....	47	165	759
Total	402	395	9944	12511

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Apr. 20, '12	Correspond- ing period 1911	Exports Jan. 1 to Apr. 20, '12	Correspond- ing period 1911
New York	49	157	2399	2656
Boston	115	98	2144	2502
Philadelphia.	51	23	1175	1478
Baltimore	1	396	2599	3967
San Francisco ..	8	....	420	30
New Orleans ..	57	....	273	270
Portland (Me.)..	106	....	655	389
Galveston	15	....	183	376
Newport News...	....	....	45	26
Portland (Or.)..	....	....	44	....
Inland Points ..	....	13	183	211
Total	402	687	10120	11905

The New York Crockery and Glass District.

Cox & Lafferty are certainly getting their share of business. The Japanese lines of Takito, Ogawa & Co. are moving rapidly, while the new designs of gold-decorated Limoges china from the Bonita Art Co. are being liberally ordered. The cut glass from the Bush Glass Co. is wonderful value for the price, while the cuttings from T. B. Clark & Co. are so pleasing those who wish for the best quality that re-orders are constantly coming in. In the enamel ware department the Enterprise Enamel Co.'s well-known "White Star" brand is a rapid seller, novelties being constantly added.

One of the best floral designs applied to heavy cut glass we have seen lately is from the Herbeck-Demer Co.'s factory. The narcissus has been chosen for a motif and handled most artistically. The foliage has a very natural appearance, the veins of the leaves showing up delicately. The design is entirely original and a departure from the general line of floral cuttings.

Maddock & Miller have just received from the Royal Worcester Porcelain Co. a beautifully illustrated booklet showing the famous ware in colors. The reproductions are finely executed, and give an excellent idea of the goods.

Haviland & Co. are now in their new building, 11 East Thirty-sixth street, running through to Thirty-seventh. The wholesale samples are displayed on the eleventh and twelfth floors. The main office is on the Thirty-sixth street side of the twelfth floor, and the private offices are in the tower. The ware-rooms are very handsome. The floors are covered with a rich dark red moquette carpet, the walls being hung with cartridge paper to match, and the fixtures are black. The entrance hall is in white with gold decorations. The main store, which will later be used for retail purposes, is not yet furnished, but will be in keeping with the rest. The view from the top floor is magnificent, and will prove a great attraction for visitors. To the south lies the bay; High Bridge bounds the north, the Orange Mountains the west, and Long Island the east. On Madison

avenue, right at one's feet, is the beautiful garden belonging to J. Pierpont Morgan. There is a possibility that at first buyers will spend more time looking at the view than in inspecting goods.

The stores of L. Straus & Sons on Warren street, R. H. Macy & Co., Broadway and Thirty-fourth street, Abraham & Straus, Brooklyn, were closed on Wednesday because of the funeral of Isidor Straus.

O. L. De La Croix has moved to his new quarters, room 25 Crockery Exchange, in the place recently occupied by Thos. G. Jones. The room is nicely fitted up, and his samples show to advantage.

The pure food container made by Ripley & Co., and displayed in Malone & Nicholson's showroom, 32 Park Place, is just the thing for the summer weather. The idea of flies crawling over articles of food is not conducive to good appetite. Nothing can get into the new container, and butter is kept free of the odors which it so readily absorbs. The containers are made in sizes from one pint to ten gallons, and are so constructed that they will stack upon each other in a comparatively small space.

The Eagle Glass Co. are displaying at their New York showrooms, in charge of Malone & Nicholson, their new style illuminating glassware. The outside surface is frosted, and has green panels with Pompeian green stripes. It is made in a variety of shapes and has found much favor with buyers.

One thing that astonishes visitors to the showroom of J. Duncan Dithridge is the great variety and assortment of blown glassware novelties. One little thinks that so many novel things are made in this ware until a careful examination of this attractive showroom is made. Buyers who do not periodically visit the the display cannot possibly keep up with the new things that are on the market. The decorations too are all in such excellent taste and variety,

that even if one is not in the market to buy at the time a visit will be most instructive and interesting.

The Brush-McCoy Pottery Co. are making a great success of their matt green ware. The jardinières, pedestals and umbrella stands are to be found now in nearly all up-to-date stores. The samples are on view in this city at their local showrooms in the Crockery Exchange. The new plant at Zanesville is progressing rapidly and will soon be in shape to turn out some goods which they confidently expect will surprise the market.

Cox & Lafferty are constantly in receipt of new pieces of "Nucut" glass. The success of this line has been phenomenal, because of the quality of the glass, the sharpness of cutting, and the attractiveness of the designs.

The new tenants at 71-73 Murray street are now getting comfortably settled. K. L. Wedgwood's display is looking more shipshape, while Thos. G. Jones has his shelves all complete and is making a very pleasing exhibit. H. Benedikt is well established, and his samples look most attractive. The older occupants are now feeling quite at home and glad that there are so many firms in kindred lines in this very convenient and up-to-date building.

Baseball fans should keep an open date on Saturday afternoon, May 18. This is the day when the match takes place between the Benedicks and the Bachelors at Celtic Park, Laurel Hill, L. I.

GLASS FACTORIES IN ASIA.

ATTEMPTS have repeatedly been made to put in operation in Japan glass works patterned after those in Europe, but these enterprises have not been distinguished by any marked favorable results. There are in operation in Japan several glass works which have caused reductions in prices, but as yet have been unable to do any special injury to the sale of foreign goods in that country.

Manchuria has been up to now the principal market for the German and Belgian window-glass factories, and it is here that the Japanese are now endeavoring to carry out their policy of expansion, for the establishment of a Japanese glass works is imminent. The real founder of the undertaking is the president of the South Manchuria Railway, at Dalny. This undertaking is to cover the demand for window glass and other vitreous articles in Manchuria, Corea and also in China, as far as the Yangtse River, and the works will be built with the help of German engineers and factory overseers. It is said that pro-

duction will at first be limited to \$240,000 a year. This output need cause no uneasiness to foreign glass works for the present, but the growth of this Japanese factory will have to be reckoned with in the future, because the founders are influential and financially strong.

As far as the development of the glass industry in China is concerned, five factories have been erected in recent years in the neighborhood of Tientsin, two of which are in Japanese hands. Their products are mostly sold in the Province of Chili. For some time these glass factories have been endeavoring to enter into the export trade with the Provinces of Shansi and Honan, and they have been fairly successful in driving foreign wares out of the field, principally because of lower prices. Before the Russo-Japanese War the two or three Chinese glass works existing at that time also did an export business with Manchuria; however, they can no longer compete with the Japanese works situated in the neighborhood of Mukden. The latter employed only Japanese up to a short time ago, but now employ Chinese (coolies), too, who work for still smaller wages than the Japanese. A new Chinese glass factory is to be erected in the neighborhood of Tientsin, which, it is said, will employ more than 1,000 workers.

IN TOWN

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- W H Koenig, with T Kilpatrick Co, hf, Omaha, Neb. 220-Fifth Ave.
- R J Calm, and A J Kline, with Dives, Pomeroy & Stewart, hf, Reading and Harrisburg, Pa. 2 Walker.
- M Siegrist, with Hens & Kelley Co, lf, c, Buffalo. 31 Union Sq.
- B F Welden and Miss K Heary, with Sisson Bros, Welden Co, c, g, Binghamton, N. Y. Imperial.
- M E Herz, with A Herz, hf, Terre Haute, Ind. 156 Fifth ave.
- J E Schauburger, with Carter D G Co, hf, Louisville, Ky. 43 Leonard.
- Mr Watts, with Woodward & Lothrop, hf, Washington. 334 Fourth Ave.
- A Guest, with Jordan-Marsh Co, hf, Boston. 31 Union Sq.
- M Friedlander, with M Friedlander & Co, c, g, Hazelton, Pa. Herald Sq.
- F L Sturtevant, with Forbes & Wallace, hf, c, t, Springfield, Mass. 2 Walker.
- L B Clough, with M E Smith & Co, hf, Omaha. Woodstock.
- J C Harper, with Marshall Field & Co, t, Chicago. 104 Worth.
- C Smith, with Brown, Thompson & Co, hf, Hartford, Conn. 2 Walker.

MERCHANDISING DEPARTMENT.

[This department is carried on in the interest of buyers, particularly out-of-town men who cannot visit the market every day and who may not be able to get around to all the manufacturers' showrooms, yet are looking for special goods that are bargains. Nothing will appear here that has not some special or attractive feature, the main one being price. In writing to the "Merchandise Editor" for particulars please quote the number of the item that you are interested in.]

A SIGN to be seen in many offices reads as follows: "The first commandment of advertising is, 'Thou shalt deliver the goods.' During the past month or so the CROCKERY AND GLASS JOURNAL has proved more conclusively than ever its worth as an advertising medium. In other words, it has "delivered the goods."

This department has been instrumental in placing many lines for many manufacturers and importers in the hands of many buyers, and has fully demonstrated the fact that if advertisers would come out boldly with prices in their regular advertisements the increased volume of business resulting would be very gratifying.

The letters we receive endorsing this department are most encouraging, and the continued co-operation of our subscribers and advertisers is cordially invited. The advantages that both buyer and seller can and do reap are undoubted. The special goods offered are eagerly snapped up, and the Editor would be particularly glad to hear from purchasers as to how the bargains pleased them.

ON SALE.

A 41—Here is a good one. One of the best known glass cutting houses in the country is offering: Eighty-five vases, ten-inch, twelve-inch, fourteen inch stone engraved pattern. The regular price is \$3, \$4, and \$5 each. They will close out at half price as they are discontinuing the pattern. These are very fine goods. The lot is a great bargain for someone looking for a special attraction for the June wedding season.

A 43—Six dozen hand-decorated, hanging domes, eighteen inch, leaded glass effect, with monastery scenes, in beautiful coloring, artistically carried out, at fifty per cent off the regular price.

A 44—Six dozen portables, oriental designs, highly artistic effects and brilliant coloring less fifty per cent off the ordinary price.

A 48—Another firm of excellent reputation has a surplus of blanks of tall two-pint jugs, and will cut 100 of them for \$1.50 each in a nice showy buzz star cutting. He states that they would be cheap even at \$2.00. Terms net cash; quantity to suit buyer. F.o.b. factory.

A 49—A concern has purchased a very large assortment of hotel ware made by John Maddock & Sons, Burslem, England, and one or two patterns of Dunn-Bennett's unchippable china from the same town, and can sell it at the price of thirds—namely, \$3.50 per £, or 56¼ per cent. off the American list. In this lot are 4 inch to 8 inch plates, 6 inch to 7 inch rim soups, 7 inch coup soups, individual butters, 4 inch and 5 inch fruits, 4 inch to 14 inch plates, 5 inch to 7 inch comports, 2½ inch to 8 inch salads, 54s, 48s, 42s, 36s, 30s, 24s, 12s and 6s jugs, sugar bowls, round covered, A. D. cups and saucers, coffee cups and saucers, bouillon cups, egg cups, ice bowls, oyster bowls, cake covers, butter dishes and mustards. There are five different patterns in Tokio green, rosebud, apple green twist, steel blue magnet and blue murad. These are not seconds or thirds, but first quality. Don't waste time if you want any of them.

A 50—A western potter who is particular in his selection when executing orders makes the following offer of more or less imperfect matt green jardinières, good shapes, many embossed and footed:

6 doz.	5in.	at \$.85 doz.	regular price \$2.00 doz.
6 "	6in.	at 1.20 "	" 2.50 "
6 "	7in.	at 1.80 "	" 4 00 "
6 "	8in.	at 2.50 "	" 5.50 "
20 "	9in.	at 3 75 "	" 6.50 "
20 "	10in.	at 6.00 "	" 8.00 "
20 "	12in.	at 9.00 "	" 24.00 "
12	umbrella stands, matt green, at \$9 doz.; regular price \$24 doz.		

F.o.b. factory; no charge for package. Quantity to suit buyer. These are just the things that the public is buying now. Secure some of them while you can at these low prices.

A 51—A large importer makes the following offer of a very rapid-selling ten cent article: 200 dozen, footed, globe shape English earthenware bowls, capacity a little over a quart, 24s, decorated with blue band and black lines, and green band and blue lines, in gross lots at \$9 per gross. Usual charge for package and shipping.

A 57—A special line of light blown lead glass tumblers, 9 oz., is offered in three different cuttings—grape and vine, cherry and rose design—at 65 cents per dozen., f.o.b. New York. Package charges. These are worth 75 cents.

A 58—Special light blown lead glass tumblers, Marquerite cutting, 68 cents doz.

A 59—A snap for a June wedding sale is offered by one of the most reputable glass cutting houses in the country—viz., forty-eight 6 in. rock crystal bud vases for 75 cents each. The regular price is \$1.50.

A 62—An exceptional bargain, offered by one of the largest importing houses in the country, is an assorted package containing six doz. specialties or novelties, such as covered jugs, children's mugs, plates, covered bon-bon boxes, puff boxes on feet, candlesticks with reflectors. All these items have nursery rhymes and figures. Vases, bon-bons, mayonaise dishes, sugars and creams, mustard pots, cups and saucers, extra tea size, all imitation roses made of china, from the celebrated Tettau factory. There is not an

article worth less than \$4 a doz.; many are worth \$6. Six of each item in a package. Offered for \$2 a doz in 6 doz. packages or \$12 a lot; f.o.b. New York.

A 63—The firm making the foregoing offer also presents another snap, viz., cups and saucers for children, milk mugs, oatmeal bowls, plates, pin trays, covered bon bons, all of excellent ware with nursery-rhyme figures and legends and high class decorations. Imitation rose peppers and salts, bon-bons, pin trays, etc. No article worth less than \$2 a doz.; many worth \$2.50. One doz. of each article in a package at \$10.50 per package; f.o.b. New York.

Both the above lines are particularly adapted to seaside or summer resort trade.

A 64—Import samples of the well-known "Schlegelmilch" ware, consisting of fancy salads, cake plates, sugars and creams, etc. 650 pieces at considerably less than the regular import price. The purchaser would have the double advantage of having the advance samples before the line appeared generally, as well as getting them cheap. Quantities in assortments to suit will be made up.

A 65—One of the most reliable glass manufacturers in the country offers the following first-class regular lead blown tumblers to close out:

5	barrels,	17	oz. capacity,	straight,	at 50c	a doz.
7	"	18	"	"	50c	"
23	"	19	"	"	60c	"
24	"	20	"	"	70c	"
6	"	7½	"	concave,	25c	"
8	"	8	"	"	25c	"

Barrels 50 cents. F.o.b. New York.

A 66—300 cut glass bowls, full size four-pound lead blanks, 8 inches and 4 inches deep. Cut with an elaborate new star around which a gray feather cutting makes the pattern stand out beautifully. The usual price is \$2.75, but these 300 will be allowed to go at \$2.08 f.o.b. factory in lots of not less than 25, to enable the buyer to judge of the class of workmanship and finish of goods turned out from this factory.

A 67—In order to introduce his goods a lamp maker is offering an excellent electrolier worth \$8 for \$6.60. It is finished in brushed brass, and has a 16 inch dome of highly artistic conception made of 100 pieces of leaded glass. The color effect is well worked out. It is 23½ inches high and has two pull sockets complete with parallel cord and patent plugs.

A 68—A Japanese firm has 180 water or lemonade sets, with pretty rose decorations heavily gold stippled at top, also violet design and gold, consisting of a half-gallon jug of fine thin Japanese china and six handled cups. The usual price for these is \$1.37½, but in order to clear them out they will sell this lot at \$1.12½ in sets of 36. No charge for package or freight.

A 69—The owner of a china clay mine in Brazil (such is the wide circulation and far-reaching influence of the CROCKERY JOURNAL) desires to open negotiations with potters in this country with a view to using his output.

A 70—A retailer is overloaded with Economy fruit jars, and, wishing to reduce his stock, offers 15 gross pint size, 25 gross quart size, and 5 gross two-quart size, at a reduction of 25 per cent. off the 50-gross price

A 71—The greatest bargain in the trade is a subscription to the CROCKERY AND GLASS JOURNAL for one year, \$2. Send in your application immediately.



MERCHANDISE WANTED.

46—A subscriber is looking for fish globes in various sizes, for premium purposes, and will buy in large quantities. This deal is soon to close, so immediate action is recommended.

47—Here is an excellent opportunity for some enterprising pottery. A subscriber writes: "I am wanting a price on gold band goods, to be shipped in assortments; can use from five to ten thousand during the months of August and September if I can get the proper price."

48—A large five and ten-cent store firm in New York State writes as follows: "Who among domestic pottery people make flow blue, gold stamp ware, low priced?" They are in the market for this class of goods. There is an opportunity for someone.

49—Several firms have requested that we secure for them a line of cut glass seconds for a sales proposition.

50—Wanted, a quantity of cheap glass jars, on the order of Mason jars, with glass tops, for holding a soapy compound; quart capacity. Must be cheap. If these are satisfactory and meet the requirements orders for carloads will be forthcoming.

51—A subscriber writes: "I am in the market for a line of handled beer mugs popularly called Bohemian mugs. The pattern is fluted like the old Huber shape and of squat proportions. These are wanted in 5, 8, 10, 12 and 14 oz.

BUSINESS BRIEFS.

The Brewster Department Store Co., Brewster, Wash., has been incorporated with a capital stock of \$10,000.

* *

About \$30,000 is being spent on the remodeling of the McArthur department store, St. Paul, Minn. Extensive changes will be made in both exterior and interior of the building.

* *

An addition is to be made to Bullock's department store, Los Angeles, Cal., which will give it a frontage of 211 feet and a depth of 145 feet. The new building will cost \$1,000,000.

* *

The H. P. Wasson & Co. department store, Indianapolis, Ind., has been bought from the Wasson estate by G. A. Efroymsen and his associates, who have control of the business. Mr. Efroymsen be-

comes president, and the company, and Charles F. Scrimsher secretary.

Ralph H. Adams has purchased the crockery stock of the W. C. Richardson Furniture and Crockery Co., Eugene, Ore. Mr. Richardson will close out his furniture business and move to Portland. Mr. Adams will increase his crockery stock by adding more expensive wares.

J. B. Colahan has been appointed receiver for

drawn for a new eight-story structure 100x100 feet, of reinforced concrete, with a white terra cotta finish. The store when completed will cost about \$300,000. The officers of the company are James Harris, president; Leo Lefly, vice-president and general manager; S. E. Blinkinstein, secretary and treasurer

Schedules in bankruptcy of Moses Rapoport, dealer in glassware and enameled ware at 298 Bowery, show liabilities \$45,920 and assets \$26,595,



DELFT BLUE DESIGN OF SERVICE USED ON THE NEW STEAMER "FRANCE" OF THE COMPAGNIE GENERALE TRANSATLANTIQUE LINE. FURNISHED BY PORCELAINES G. D. A.

Harry H. Kurtz, department store, 622-30 Girard avenue, Philadelphia, against whom involuntary bankruptcy proceedings were filed recently. Kurtz's liabilities are set at \$110,000 and his assets \$75,000. Of the latter about \$50,000 is represented by book accounts. The granting of too extensive credit to customers is said to have been responsible for the failure.

Work at wrecking the building on the southwest corner of Second street and Grand avenue, to make way for the new Lefly's department store, Milwaukee, Wis., will begin immediately. Plans have been

consisting of stock \$15,000, accounts \$9,537, cash in bank \$1,083, office fixtures \$200; fixtures \$500; horse and wagon \$225, and a note for \$50. Among the creditors are the Federal Glass Co. \$4,000, United States Glass Co. \$3,047, United States Stamping Co. \$3,411, National Enameling and Stamping Co. \$1,301, Belmont Stamping and Enameling Co. \$2,073, and George Borgeldt & Co. \$3,391.

MANY people who are strong in meeting great emergencies lose control over themselves as soon as little things go wrong.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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Make all checks and drafts payable to Whittemore & Jacques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 9, 1912.

SYSTEMATIC BUYING.

MANY buyers could with advantage to themselves and the visiting salesmen adopt the method of J. F. Leary, with J. Samuel & Bro., Providence, R. I. Close to his desk is a table for the display of samples, and a chair for the salesman. The outer office is occupied by his stenographer. When a representative calls, if Mr. Leary is busy the stenographer makes an appointment. Date and time are entered in a book, and at the hour he is ready to see the salesman. In the meantime the catalogue of the house represented is taken out of the file and handed to the assistant buyer who cares for this particular stock. The line is gone over and a list handed to Mr. Leary of exactly what is on hand. When the salesman calls all the data is at hand, and an order is made up if goods are needed. If Mr. Leary is to be engaged for only fifteen or twenty minutes the next caller is asked to stay until he is through. Meanwhile the necessary information is collected as before, and when the buyer receives his caller he is in a position to talk intelligently about the business to be taken up.

How much better this is than the prevailing practice, where the buyer has a notice on his office door reading: "Salesmen will only be seen from 9 to 12—Mondays and Saturdays exceptional." If the buyer is not in his office when a salesman calls it is as much as the assistant's position is worth to go and get him; and salesmen often cool their heels for hours and then go away without having seen their man.

By adopting Mr. Leary's system a buyer saves time, has his department always up to the minute, and makes friends with the salesmen, who consequently put him on to the good things and keep him thoroughly posted. In the other case the salesmen feel sore because they have wasted time that might have been spent doing business with other buyers.

PERSONAL.

WHILE opening a package of ware sent in by one of his customers A. H. Ledden came across an address tag bearing the name of Miss Isabella Holley, River View, Little Falls, N. J. The following legend was attached; "Strawberry blonde, worth \$50,000." Although no correspondence was invited, the bait is enough to attract some bold fisherman. It is not often that \$50,000 strawberry blondes are to be found in china stores. Maybe this one is the proprietor's daughter. In any event, here is an opportunity for some handsome young man to win what at least appears on the surface to be an enterprising bride.



J. Snapman, of Patchogue, L. I., was in town Wednesday placing orders for china and glassware. He anticipates a brisk summer business.



George Hamilton is in Chicago this week and is sending in a lot of orders. He will return to New York about the first of June.



J. J. Hines is in Boston this week, where he is having great success with his new lines of dinnerware. He will return to spend the week end in the city.



E. Torlotting, after a few days at Marshall, Mich., with friends, went to Detroit, where he will remain the rest of the week. He reports a successful trip up to this stage, and expects to return in a week or so.



H. F. McKenzie started on Tuesday for a trip to Virginia on the Old Dominion Line, and will visit the principal cities of the South in the interest of Stewart & Crocker, this city.



Mrs. Plummer was in the District this week making selections of various wares for the store on Thirty-fifth street.



The coming season at Asbury Park is being looked forward to with more than the usual interest, according to Senator O. H. Brown, who was a visitor to the District this week. He was buying in anticipa-

tion of a very busy season. And judging from the manner in which reservations are being made at the hotels and the number of cottages being rented, he is acting wisely.



Fred Estro, assistant to E. R. Thieler, has been spending a little time at Bermuda, following his doctor's advice that a sea trip would be just the thing to brace him up for the strenuous season's business.



F. H. Vaughn, who arrived from Boston to spend the week here, says that the slogan of the Brush-McCoy Pottery Co., "The lines that sell," is proving truer every day.



Thomas Pinder has relinquished his position with the Current Dry Goods Co., Waterbury, Conn., in order to take a position as traveling salesman for S. & W. Farber, Brooklyn. George Hoagland, who until recently was with Wise, Smith & Co., Hartford, Conn., has been appointed buyer for the former concern.



Chas. Streiff, with Wm. Guerin & Co., sailed May 9 for an extended trip to Europe, and will spend the most of his time at Limoges. He is accompanied by Mrs. Streiff.



John J. Miller will sail for Europe on the Carmania May 18. His wife goes with him. It was intended to leave on an earlier date, but circumstances made a change necessary.



L. C. Fisher has been engaged by Louis Wolf & Co. to take charge of their dinnerware department for the metropolitan district. They have gone extensively into this branch, and have new and exclusive designs. Mr. Fisher has had a large experience in handling this class of goods.



S. Sipser will spend the coming summer at Arverne, L. I. Mr. Sipser is very fond of the sea, and enjoys a swim before breakfast and another after his day's work.



If there is anything in a name the new acquisition of Reddan-Brown should make them rich, for they have engaged the services of Henry Clews as an outside representative to secure business for them.



M. H. Sloan, of the Potomac Glass Co., spent a day or two in New York this week conferring with Thos. G. Edge, who represents the company in New York.



Wm. McClelland, buyer for Rothenberg's, has been much in evidence in the District during the past

week. From the way in which he has been buying for his three stores it is apparent that business is good in his departments.



C. C. Ashbaugh, of the West End Pottery Co., East Liverpool, and secretary-treasurer of the United States Potters' Association, spent two days in New York this week on special business.



Ray Fisk is in Boston this week with the Consolidated Lamp and Glass Co.'s samples.



Emil Bronnum returned last week from his trip through the South and West for the Royal Copenhagen Porcelain Works. He is more than pleased with the result, his artistic wares being received with much admiration, particularly in the West. Mr. Bronnum will return to Copenhagen in a short time.



Albert Shinske, who is now buying for S. & W. Baumann, was in business at Astoria, L. I., before he took his present position. He has been connected with the trade for twenty years.



A. R. Willauer, buyer for Laubach & Sons, Easton, Pa., was in the District this week, and the size of some of his orders indicates that he is anticipating an excellent trade or that his stock has run down. In any case his visit was a most welcome one.

THE TESTIMONIAL TO ISIDOR STRAUS.

THE meeting to be held in Carnegie Hall on Sunday afternoon next, notice of which appeared in our columns last week, bids fair to be of huge proportions. Big as the hall is, it will not be large enough to hold the people. The secretary of the association, Mr. Wauberg, has sent invitations to the following members of the crockery trade:

John J. Miller	W. R. Noe
L. S. Hinman	James B. Boote
Frank P. Abbot	K. L. Wedgwood
E. W. Abbot	L. D. Bloch
Charles A. Holbrook	E. Strobel
Robert N. Bolton.	O. O. Friedlander
James Davison	W. W. Magee
William S. Pitcairn	H. R. Chnrchill
George M. Jaques	M. Koscherak
E. F. Anderson	Alex. Senai
R. Slimmon	George B. Jones
Henry Witte	Oscar Koepel
Gustave Otto	B. Rosenfeld
George W. Pfeifer	J. O. Gorman
Gilbert M. Smith	Jerome Jones
C. L. Dwenger	M. K. Lindner

The funeral of Isidor Straus was held at the family home, 105th street and Broadway, at 2 p.m. on Wednesday. Besides the family there were del-

egations from the three stores. It was the desire of the family that the services should be as unostentatious as possible; yet there were about 150 people present.

WHAT THEY THINK OF IT.

NEW YORK, May 3, 1912.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir:—The "Merchandising Department" started in your JOURNAL is deserving of the highest praise we can give it. It is very rarely that a new feature is taken advantage of as quickly as the trade have responded to this merchandise column.

We offered you some special goods to feature as close-outs at prices that were far below cost to manufacture, after you had explained the idea of this column to us. Various buyers answered you, and the goods we offered were all closed out as soon as you put them in touch with us. The concerns who got these special offerings had to be satisfied, as the values were unusual.

We believe this to be an exceptionally good opportunity for out-of-town buyers to keep in touch with the special offerings put before them in this column, as it is impossible for them to visit the various showrooms as frequently as they would have to in order to take advantage of these special prices. We know you will not offer any merchandise under this heading unless it is of unusual value, and when they really understand this the department should be very valuable to them.

Also think it a good thing for the buyers to mention their wants in the same way, as it creates open competition for the various factories in general to bid on goods wanted, and in this way the buyers can take advantage of the lowest quotations.

Success must follow this special feature of your JOURNAL, and we take pleasure in giving you our own idea of it, absolutely unsolicited.

Yours very truly,
COX & LAFERTY.

AT BOSTON.

It is pleasing to observe that many buyers formerly purchasing exclusively in the New York market have joined the ever-increasing ranks cognizant of the quality plus reasonable prices offered by the Boston coterie in all branches of the trade.

Henry D. Martin is the new buyer for the Goodnow, Pearson Co., Gardner, dealers in crockery, kitchen-furnishings, etc.

Alfred G. Moment, representing M. Redon, will arrive in the Hub May 12 with his attractive line of Limoges china.

Robertson, Sutherland & Co. Lawrence, report net assets \$151,749.

Prof. Hodge's patented fly-trap is controlled in Boston and New England by Chase & Francis. "Genial Joe" Pindar, of the firm, is enthusiastic over

the possibilities of the invention, and is daily booking neat orders for early delivery.

Geo. A. George of Worcester has been petitioned in bankruptcy by the Warburton Dry Goods Co., Providence, and the Jaffe jobbing house, New York.

Almy, Bigelow & Washburn, Inc., Salem, report net assets \$387,266.

Walter Fishel, representing Strobel & Wilken Co., New York, arrived Saturday with a line of china, glass, toys, dolls, etc., and can be found at the United States Hotel until the 15th.

The Niland Cut Glass Co., of Meriden, Conn., had a representative at the Quincy House last week.

James Mahoney is now conducting the Dudley Furniture Co., at 165 Dudley street, Roxbury, dealing in housefurnishings, etc.

C. T. Sherer Co. of Worcester, having an extensive glassware department, report net assets \$285,782.

The Samuel F. Perkins Co., manufacturing and dealing in toys and novelties, has been incorporated for \$50,000.

Herbert S. Potter has incorporated his business in electric and gas lighting fixtures, etc., including Geo. W. Holden and Theo. P. Driver as directors.

The local offices of Louis Wolf & Co. are very busy filling orders. John F. Cuffe is enjoying a firm demand for his specialties, including aluminum ware.

James S. Dawes, 19 Pearl Street, representing the Westmoreland Specialty Co. and E. H. Sebring China Co., reports an increase in orders for their specialties.

J. Frank Hinckley, representing the Hall China Co., has just closed some good-sized orders, and says that trade this spring is normal.

George K. Marshall, representing the Fostoria Glass Co., reports a successful trip through Maine territory and intermediate points.

John J. Curry, buyer for the glassware department of Houghton-Dutton Co., held special sales of china last week, and was pleased at the quickness of public response.

Buyers in town this week were: William H. Rudderham, for Almy, Bigelow & Washburn, Beverly branch; Frank H. Dunmore, with the Shepard Co., Providence; Michael J. Ryan, for the Bon Marche Dry Goods Co., Lowell; George Reedpath, Lynn; Mr. Wilson, with George S. Brown & Co., Fall River.

Among the Potteries

East and West

East Liverpool and Vicinity. The new decorating machine recently invented in this city, and which has been given a severe test of late in one of the Western potteries, is so far holding the record of placing a gold stamp decoration on plates at the rate of twelve plates in forty-two seconds. This is said to be the general average for the machine, and that the saving in labor cost will pay for a machine inside of a very few months.

* *

An effort is being made by Walter B. Hill, of this city, to form a corporation to take over the property of the Brunt Pottery Co. and place it in operation. Some financial aid in this direction is said to have already been promised. It is believed that the first steps in this direction will be taken early in June, or after the Brunt Pottery Co. has acted upon its plan to dissolve the corporation of that name.

* *

Butler Bros. were represented here last week by J. M. Watte, of the New York office, while the Minneapolis branch was represented by Mr. Smith. From Chicago came J. J. Ingalls, of the United States Factories Co., one of the largest buyers visiting the district. Good orders were placed.

* *

The grill-room trays of the Taylor, Smith & Taylor Pottery Co. are said to be the best selling specialties of the kind that have been placed on the market in recent years. Both plain and decorated are moving exceptionally well.

* *

It costs the buyer no more for package charges this year than last, notwithstanding the fact that straw is now being sold to the potters for \$15 a ton. Two years ago it was down to \$7. Cask and barrel manufacturers may be expected to charge more for packages, however, if the price of lumber continues to advance.

* *

T. A. McNicol, general sales manager of the Potters' Co-operative Co., has been spending the week in Chicago and other western points. The

"Boy Scout" specialty plaque of this concern is one of the hits of the season.

* *

Harry W. Smith, manager of the East Liverpool branch of Roessler & Hasslacher Chemical Co., and John McDonald, general manager of the decorating shops of the K. T. & K. potteries, have returned from several weeks' stay at West Baden and French Lick, Ind.

* *

The last kiln of ware has been drawn at the Goodwin pottery, one of the oldest in the district. The gas meter has been taken away, and the firm has sold all its saggers to a neighboring plant. All ware in stock is being disposed of, and the firm will go out of the manufacturing business.

* *

Pottery manufacturers and other business men of this city are interested in a movement to rebuild the old plant of the Specialty Glass Co., which was destroyed in 1898. Definite action is expected to be taken within a few weeks. Combination shipments of pottery and glass out of this city will then be possible.

* *

The Smith-Phillips China Co. have started to work on the selection of treatments for 1913 lines. The pottery manufacturers have to start far ahead to do this work, so that when the late fall arrives they will not be caught napping.

* *

The East Liverpool Potteries Co. is having a good run on its plain shape dinner ware. A number of new treatments are being shown.

* *

The Saxon China Co., of Sebring, has originated a new process of old English underglaze blue and green effects which possesses a decal and gold line finish. The creation is an especially attractive one. This treatment is new, and is being shown for the first time by this new pottery company.

* *

Pottery manufacturers throughout Ohio are considerably worked up over the decision handed down by Attorney General T. S. Hogan at Columbus regard-

ing the application of the recently enacted employers' liability act.

In his response to an inquiry as to his attitude regarding the ability of the employers to protect themselves in case of injury to their workmen, Attorney General Hogan said: "An insurance company cannot lawfully write policies indemnifying employers for loss or damage resulting from injuries to employees caused by the wilful act of the employer or his failure to obey the laws mentioned in Sections 21-22 of the general code." It is regarded that by this decision the common law defenses, which consist of contributory negligence, assumption of risk and the fellow servant rule, have been eliminated, and it would seem that the only defense left for an insurance company or an employer who employs more than five workmen who is carrying no insurance is to prove that the injured man sustained no injury during the course of his employment or that the injury was self-inflicted under these conditions. Local manufacturers are gradually accepting the conditions of the State law, which is said to make it optional with the employer as to whether he shall come under its provisions or continue to use insurance policies. They are being slowly brought to realize the advantage of the State provision, and it is considered likely now, since the Attorney General has announced his latest finding, that they will practically all accept the provisions of the statute.

The tract of land formerly owned by the Bell Pottery Co., comprising seventy acres about three miles outside of this city, has been acquired by the Franklin Land Co. and will be laid out in plots for seekers of suburban homes.

The American China Co.'s plant here will be sold to an outside firm and will not be used for the manufacture of pottery, according to information given out Wednesday. This action follows the unsuccessful attempt on Tuesday to dispose of the plant at receiver's sale.

THE PRODUCTION OF ARSENIC.

THE amount of arsenic produced in the United States in 1910, according to figures compiled by Frank L. Hess, of the United States Geological Survey, was less than one-third of the quantity imported. The figures show 1497 short tons produced in the United States, valued at \$52,305, and 5139 tons imported, valued at \$314,306. In addition to this 181,365 pounds of Paris green and London purple were imported. The domestic production consisted of white arsenic, recovered as a by-product in smelting. During the year a new arsenic-saving plant began operations—the Globe smelter, at Denver. A copy of Mr. Hess's report, "The Production of Antimony, Arsenic, Bismuth and Selenium in 1910," may be obtained on application to the Director, United States Geological Survey, Washington, D. C.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of March, 1912, compared with the same month in the preceding year, were as follows:

	1911	1912
Great Britain.....	\$223,958	\$147,817
Austria.....	52,515	32,648
France.....	180,084	70,950
Germany.....	289,801	224,959
Japan.....	84,607	107,872
Other Countries.....	28,780	26,277
Other Europe.....		
Total.....	\$809,645	\$610,024

FOR NINE MONTHS ENDING MARCH.

	1910	1911	1912
Great Britain...	\$2,022,071	\$1,952,552	\$1,707,671
Austria.....	684,788	571,731	529,026
France.....	1,400,188	1,332,092	1,169,734
Germany.....	3,074,765	3,620,602	3,255,671
Japan.....	936,953	930,374	941,586
Other Countries..	258,985	299,743	260,035
Other Europe..			
Total.....	\$8,457,700	\$8,778,094	\$7,864,023

TOYS

	1911	1912
Germany.....	\$210,058	\$187,010
Other Countries	52,035	61,149
Total.....	\$262,088	\$248,159

FOR NINE MONTHS ENDING MARCH.

	1910	1911	1912
Germany.....	\$4,821,161	\$5,748,580	\$5,790,359
Other Countries	518,760	656,226	722,260
Total.....	\$5,339,921	\$6,404,806	\$6,512,619

GLASSWARE.

MARCH		FOR NINE MONTHS ENDING MARCH		
1911	1912	1910	1911	1912
\$207,075	\$148,260	\$2,885,405	\$1,894,424	\$1,566,724

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

MARCH		FOR NINE MONTHS ENDING MARCH		
1911	1912	1910	1911	1912
\$85,448	\$71,226	\$616,744	\$576,750	\$533,844

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. There is a dullness in the glass market that manufacturers admit they cannot understand, and as a result the production for this season of the year is quite below the record attained a year ago. One plant in this locality is idle, and others are working with reduced forces. On the other hand, there are several factories which are being operated to capacity, and with a full supply of orders on hand, insuring continued operation until the end of the June fire. Tableware is off, and the demand seems to be running to the general staples. Soda fountain goods are moving at a lively rate, but the bulk of the business that is being ordered out is from specifications made during the January glass exhibit.

Glass manufacturers and workers have agreed to close plants for two weeks, starting June 29. In the olden times it was the rule to take a month or six weeks, but during the last few years only two weeks' loaf has been the custom.

The Monongah Glass Co. recently issued an export catalogue in several different languages for the convenience of foreign buyers. Tobe Blumenthal has started for South America with the Monongah line, for he does not care to go over the Mexican route just now.

The United Cut Glass Co. of New York has just forwarded to B. F. Pritchard, the Pittsburgh representative, a number of new samples.

The American Glass Specialty Co., operating plants at Monaco and Jeannette, Pa., are having a strong run on the ruby and gold decorated specialties, and also on their enameled decorated lines.

Among the new things just brought out by the United States Glass Co. are six fancy blown tumblers, known as the "Florentine" inlaid decorated line, which is said to be the "last word" in gold decoration. Three sizes in optic vases are also among the new creations just placed in the sample room, while seven new shapes in berry bowls are also being shown.

There have been two additions to the jug assortment, and four-inch and seven-inch candlesticks to the "Athenia" line.

The majority of glass manufacturers admit that if it were not for the strong demand for the soda fountain lines just now there would not be very much moving in the glass trade.

Bert Graeser, who succeeds Walter Lindsay, deceased, as western salesman for the Duncan-Miller Glass Co., opened in Boston last week, and after making the Eastern territory will start over the Western route.

Clarksburg, W. Va., is to have a new bottle plant. Five glass companies are represented in the new corporation, and officers have been elected as follows: president and treasurer, George Yost, of the Bellaire (O.) Bottle Co.; vice-president and general manager, James Morrison, of the Fidelity Glass Co., Tarentum, Pa. Other concerns interested are said to be the Cumberland Glass Co., Bridgeton, N. J.; Owens Bottle Co., Fairmont, W. Va.; Whitney Glass Co., Glasboro, N. J.

The Ripley plant at Connellsville is working on good time, and active business is reported on its new table lines. The Grecian border pattern tableware is proving a popular seller.

As the weeks pass the demand for the new "Havana" glass of the Pittsburgh Lamp, Brass and Glass Co. continues to increase. This glass is the invention of General Manager Kopp, and is admitted to be the most original now before the trade.

The Fostoria Glass Co. has recently placed before the trade a new line of exceedingly attractive optic tumblers.

John Manor, president of the East Liverpool, O. Specialty Glass Co., whose plant was burned many years ago, is anxious to co-operate with business men of this city in reorganizing the company, rebuilding the

plant and placing it in operation. It is pointed out that with combination shipments of pottery, glass and enameled ware buyers would be more than willing to place their glass and enameled ware orders here instead of buying elsewhere. William Ruhe is at the head of the movement among the business men of this city to get the plant started again.



The second anniversary of the new Follansbee, management at the Jefferson Glass W. Va. plant was celebrated recently by General Manager Harry Schnellbach entertaining the officials and office force of the company with a nicely appointed luncheon. The table was tastefully decorated with flowers, and covers were laid for fifteen. The company has broken ground for the erection of a new office building more suited to its needs.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending May 7, 1912.

ANTWERP

93	packages glassware.....	B Gunthel
15	" "	Geo Borgfeldt & Co
130	" "	Miscellaneous Orders
8	chinaware.....	Strobel & Wilken Co
51	earthenware.....	L Straus & Sons
45	" "	Koscherak Bros
8	" "	O Goets
3	" "	Graham & Zenger
2	" "	Strobel & Wilken Co
19	" "	Miscellaneous Orders
47	toys.....	Strobel & Wilken Co
8	" "	Bawo & Dotter
21	" "	F W Woolworth & Co
12	" "	Miscellaneous Orders

BREMEN

32	packages glassware.....	J H Venon
21	" "	H Endemann
287	" "	Miscellaneous Orders
10	chinaware.....	Strobel & Wilken Co
1	earthenware.....	Geo Borgfeldt & Co
14	" "	L Straus & Sons
42	" "	Karl Hutter
64	" "	Miscellaneous Orders
21	toys.....	Geo Borgfeldt & Co
20	" "	F A O Schwartz
44	" "	F W Woolworth & Co
12	" "	G W Travers
25	" "	A Steinhardt & Bro
6	" "	Knauth, Nachod & Kuhne
8	" "	C B Rouss
54	" "	Strobel & Wilken Co
208	" "	Miscellaneous Orders

COPENHAGEN

8	packages earthenware.....	Bawo & Dotter
31	" toys.....	Geo Borgfeldt & Co

LIMOGES

78	packages chinaware.....	Theodore Haviland & Co
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GLASGOW

16	packages glassware.....	H A Rogers & Co
1	" "	Miscellaneous Orders

HAMBURG

18	packages chinaware.....	Strobel & Wilken Co
48	" toys.....	" "

LIVERPOOL

2	packages earthenware.....	Bawo & Dotter
8	" "	Lazarus & Rosenfeld
9	" "	H C Edmiston
8	" "	Meakin & Ridgway
1	" "	W H Plummer
9	" "	W S Pitcairn
12	" "	Miscellaneous Orders

LONDON

11	packages chinaware.....	A G Moment
18	" toys.....	Strobel & Wilken Co
9	" "	Samstag & Hilder Bros

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

8	packages earthenware.....	Jones, McDuffee & Stratton Co
17	" "	Mitchell, Woodbury Co
2	" "	American Express Co
28	" "	Miscellaneous Orders

ANTWERP

2	packages earthenware.....	Jones, McDuffee & Stratton Co
1	" "	Geo Borgfeldt & Co
4	" "	Jordan Marsh Co
1	" "	Miscellaneous Orders

HAMBURG

66	packages earthenware.....	Jones, McDuffee & Stratton Co
23	" "	E A Runnells & Co
57	" "	F W Woolworth
11	" "	J E Berry
2	" "	W N Proctor & Co
32	" "	Patterson, Wyld & Co
50	" "	Geo Borgfeldt & Co
13	" "	First National Bank
13	" "	R F Downing & Co
4	" "	L E Knott Apparatus Co
28	" "	American Express Co
10	" "	L Wolf & Co
25	" "	B D Webber
96	" "	Miscellaneous Orders

ROTTERDAM

65	packages earthenware.....	First National Bank
25	" "	Geo Borgfeldt & Co
92	" "	Miscellaneous Orders

NAPLES

21	packages earthenware.....	R F Downing & Co
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SAN FRANCISCO AND THE COAST.

THE import season is about over in San Francisco, and the trade is well pleased with results. Most of the importers expect to finish up by the middle of the month at latest. By that time all the men will be in from their last trips on the road.

* *

J. C. Jett, a wholesale crockery merchant of Memphis, Ore., spent a few days in town recently.

* *

B. F. Heastand is in receipt of samples of the Fostoria Co.'s new cutting known as the No. 116 pattern. Samples of the company's new lamps in the

"Vintage of 1912" pattern are now on their way here from the factory.

* *

A. A. Otte, who is out on the road for the Pittsburgh Lamp, Brass and Glass Co., writes from Denver that he is having the most successful trip he has made in years, and attributes the result largely to the company's "Havana" line.

* *

Mr. Kaser, of Walla Walla, Wash., was in town this week buying for the Davis-Kaser Co.

* *

The Weinstein Co., which has operated a department store at 1620 Filmore street for a good many years, is planning to move down town on Market street, between Sixth and Seventh streets. The building is in course of construction, and the move will be effected as soon as it is completed.

* *

Monroe Hochheimer, of Hochheimer & Co., Bakersfield, Cal., is placing orders with some of the wholesalers this week.

* *

Joseph Breuner is making a final trip north to Portland, Seattle and other towns with Bawo & Dotter's cut glass and housefurnishing lines.

* *

The excursion down the coast which was gotten up by the Chamber of Commerce to enable the heads

of business firms to meet their customers in the various towns has returned home from Los Angeles. Fred Dohrmann, Sr., of the Dohrmann Commercial Co.; C. B. Joseph, sales manager of the Nathan-Dohrmann Co. and A. W. Huggins, president of the A. I. Hall Co., were among the seventy-five who took the trip.

* *

Mr. Eilers, of the Hunt Mercantile Co., Santa Barbara, Cal., has been looking over the field this week for good sellers.

* *

The headquarters of the Morgan-Allen Co. in the Jewelers' building on Post street are at present undergoing a thorough renovating and remodeling. Display tables have been shoved aside, the goods covered up, and the carpenters given full sway so as to rush the work.

* *

The household show which began on May 1 at the store of the Nathan-Dohrmann Co. and is to last until May 18 is attracting lots of visitors, many of the exhibits being very clever and original.

* *

Mr. Bloch, president of the Anglo-American Importing Co., has returned from a short trip in the southern part of the State.

* *

R. C. Altschul, representing Himmelstern Bros., has returned from the south, and George Holiday is



AHRENFELDT LIMOGES CHINA

AND

SCHIERHOLZ DRESDEN CHINA

are the leaders in their respective fields. Do not miss looking over this years Import Samples.

HERMAN C. KUPPER,

50, 52 and 54 Murray Street, New York.



expected back from the north in a day or two. The prize of \$500 offered by the company to the salesman selling the most dinnerware patterns before the end of the year is spurring the competitors on to their best efforts.

R. E. Keeler is showing at his sample rooms in the Jewelers' Building a new sample line of carved wood portable lamps with silk shades manufactured by the Geo. C. Lynch Co., New York.

J. S. Brannigan, an expert glass maker, has deposited \$20,000 in escrow to guarantee the building of a glass factory at Newport, Cal., to be located on the mesa near the Santa Anna River.

A new housefurnishing store is to opened at Forty-fifth street and Central avenue, Los Angeles, by Lee E. Brown.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMEN WANTED—Men who call on the house furnishing, crockery, glass, china, lamp, toy, trunk, bag and sporting goods trade in Greater New York and vicinity, to handle housefurnishing specialties and kindred lines. Good opportunity for live men. Address N. H. F. T. E., this office.

WANTED—Buyer for china and glassware. State age, experience and salary. THE WM. H. BLOCK Co., Indianapolis, Ind.

SITUATIONS WANTED.

FIRST-CLASS pottery salesman open for position July 1st. Twenty years with one pottery. Highest references. Acquainted with trade in Central and Northwest, South and Texas. Address Box 802, this office.

WANTED—By a man experienced in the manufacture and management of potteries, a position as manager or assistant manager. Will invest some money in a good proposition. Address Box 803, this office.

FOR SALE.

MOULDS FOR SALE.—All the moulds used by the Murray Flint Glass Works, Philadelphia, now out of operation; also large stock of electric and gas globes, etc. Will sell cheaply to quick buyer. Address GENERAL PROCESSING Co., 2080 East Allegheny Ave., Philadelphia.

FINKE

Cut Glass

45 WEST BROADWAY,

NEW YORK.

THE EDMONSTON STUDIO,

EAST LIVERPOOL, OHIO.

COMMERCIAL PHOTOGRAPHERS.

Specialists in work on china, domestic pottery, glass (cut, decorated and pressed), enameled ware and brass.

PROMPT SERVICE. GUARANTEED WORK.

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CROCKERY & GLASS JOURNAL

NEW YORK MAY 16, 1912.

THE CONDITION OF BUSINESS.



The condition of trade has not varied **New York.** much since our last report. Very few far-away buyers made their appearance in the warerooms, and the local ones have been conspicuous by their absence. If the visiting trade were the only means of disposing of goods business would be next to nothing. Mail orders have been reasonably numerous for small amounts, and the travelers on the road have done something to keep the packers busy. An occasional order for scheme goods has enlivened the situation a little, and the bargains to be had in our "Merchandising Column" have been quickly snapped up.

What demands exist for china and earthenware are principally for dinnerware, particularly open stock patterns.

German fancy goods do not seem to be much in request; although there is a call for steins and summer specialties.

While pressed glass is very slow, the call for blown tumblers seems to be as great as ever, and every factory making this class of goods is busy.

Cut glass continues its erratic way, some manufacturers being very busy, while others are complaining.

Domestic manufacturers of crockery report a slight increase of business, and the so-called art ware, jardinières, pedestals, etc., have been selling fairly well.

Decorated lamps are not moving any too freely, and there is very little call yet for metal goods; but glass lamps are quite active.

Housefurnishing goods seem to be in fairly quick demand.

The doll and toy trade is quiet.

Retail trade on Friday and Saturday of last week was excellent. The bright, warm, spring weather

brought out a large contingent of housewives and the department stores were crowded, the crockery departments getting their full share of the business. The country retail trade also felt the effects of better weather, and good reports come to us from the different sections. This goes to prove that weather conditions have had much to do with the dull retail trade during this cold, wet and backward spring. The exodus of summer sojourners to the country has already begun, but the great outflow will not take place until the closing of the schools. Enough people have gone, however, to stimulate business to a certain degree at the seashore resorts, and we hear of good business along the Jersey coast. The mountains will get their share later.

Reports of general business are more encouraging, and we hear of good trade in a number of lines.

Government reports indicate large crops of cereals; and while the season for vegetables, fruits and berries in the South is very late, the yield is unusually abundant.

Financial conditions in Wall street are good. The market is active, and a spirit of optimism prevails all along the line.

The political situation is still uncomfortable, but has reached such a phase that when the conventions are held in a few weeks the result of the coming election will probably be so clearly indicated that business men will be able to determine the end.



Pittsburgh and Vicinity. There has been a slight improvement in business during the past week, attributable to better weather conditions.

A few plants are crowded with orders, and one of these has been compelled to press some of the office force into service in getting goods through the warehouse and packing department.

There has been a slight improvement in orders with some of the pottery manufacturers during the past week. Southern business is reported rather slow, however, while the Western volume is better than a month ago. Chicago is forwarding a lot of premium business to this district.

AN UNFOUNDED RUMOR.

RUMOR was rife a few days ago that the Burley & Tyrrell Co., Chicago, had bought out W. S. Schultze & Co., of Cincinnati, and would establish a store of their own in the latter city, employing young Wm. Schultze to manage it. The Burley & Tyrrell Co. are simply selling the Schultze stock under a special arrangement, and have no further interest in the matter.

AT BOSTON.

TRADE conditions in and about Boston may be aptly characterized as "spotty," some enjoying excellent business, while others are quiet.

John J. Reed, representing the Corona Cut Glass Co., the Jesse Dean Co., Liberty Cut Glass Co. and Ripley & Co., reports a fair demand for all his lines.

Miss Nellie Mulvaney, assistant to Geo. A. Granville, has returned from a recuperative trip to Bermuda.

Morimura Bros. have greatly enlarged their Boston offices in order to adequately display the extensive New York line, which formerly could not be wholly shown owing to lack of space. Mr. Weinstein is well-pleased with the addition, which gives him one of the largest sample rooms in New England.

Charles Acher, representing the Roseville Pottery Co., is at Young's.

The New England Pottery Co. reports net assets of \$112,945.

The copartnership of Atwater Bros., Gloucester, has been dissolved by mutual consent, Joseph A. Atwater henceforth continuing the business.

F. W. Fisher, of the F. E. Nelson chain of 5 to 25 cent stores (Lowell, Concord, Nashua, Haverhill, Lowell, etc.) visited the Boston trade this week.

E. J. Tucker, of the firm of Chase & Francis, has returned from Connecticut and Western Massachusetts

with sizeable orders. The business of this firm to May 1st was ahead of last year, 1911 being the best year since beginning business in 1891.

The Essex Novelty Co., 86 Utica street, is now carried on by James H. Beardsworth.

Arthur G. Richardson, formerly of the old crockery house of F. E. Nelson & Co., is confined to his residence at Winchester by illness.

J. N. Gendreau, conducting a furniture business at Fall River, was in town this week purchasing crockery and kitchen furnishings.

John S. Kennedy, until recently a salesman for the Roseville Pottery Co., is in town this week renewing acquaintances.

Ray Fiske, representing the Consolidated Lamp and Glass Co., is at the Parker House this week.

Paul M. Phillips, representing A. S. Weller, started Monday on a tour of New York State, and will visit the pottery at Zanesville during the month of June.

George Henderson, proprietor of the Dorchester Pottery Works, was in town this week and said that thenewly-installed kiln is working satisfactorily. The pottery is working full time to satisfy the demand for water-coolers, jugs, etc., being the only stone-ware pottery in New England.

Buyers in Boston this week were: Walter Lewis, of L. Lewis & Co., New London, Conn; The Shartenburg & Robinson Co., Pawtucket, R. I.; M. P. Alkon, Portsmouth, N. H.; George W. Alden, Brockton; J. N. Gendreau, of the Gendreau Furniture Co., Fall River; D. B. H. Power, Lynn; James F. Leary, with the Outlet, Providence, R. I.; F. W. Fisher, with the F. E. Nelson Syndicate, Manchester and Lawrence; Howard Ryder, with the F. N. Whitman Co., Middleboro; Saul Goldberg, Lawrence; John D. Hall, Portland, Me.

CHANCE FOR ENTERPRISING MERCHANT.

THE main thoroughfare of Harlem—125th street—has not one store devoted to china, glass, lamps and housefurnishings exclusively. It would seem that this important shopping district could very well support such a store if it were run on a fairly high-class basis. Cut glass and dinner ware would be quick-selling lines, while up-to-the-minute housefurnishing novelties would move very quickly. An enterprising business man could undoubtedly build up an excellent trade.

The New York Crockery and Glass District.

Cox & Lafferty are in receipt of some more new pieces of Nucut glass. One of them, a flat piece, is of more than usual merit, both in design and execution.

The Consolidated Lamp and Glass Co. are showing at their New York showrooms, in charge of Wm. Dougherty, a number of new gas and electric portables. The shades are decorated in natural colors with wood, mountain and lake scenes in an artistic manner.

John Nixon is showing for the Fostoria Glass Co. very handsome decorated lamps which have for decoration swans gliding gracefully over a pond dotted here and there with lily pads and lilies.

The new line of "Buffalo" ware being shown by A. H. Ledden is going quite fast. The rich coloring of the sunsets behind mountain scenery, the marine views and historical scenes, all on a great variety of shapes, are attracting much attention from buyers. Excellent things for the brightening up of a crockery department. The casseroles and cooking dishes made by the Guernsey Earthenware Co. are also getting their full share of patronage.

C. B. & J. Warner have recently been appointed sole selling agents in the United States for the Paul Revere Silver Co., Boston, manufacturers of fine Sheffield plate. The variety of the designs made is enormous, and success has attended their initial efforts in a remarkable degree, the first order taken on Friday for these goods amounting to \$1,500.

The new factory that John E. Rohrbeck (The Silversmiths' Mirror Co.) has completed at 52-54 Grove street, this city, is thoroughly up-to-date and is entirely devoted to the manufacture of mirror plateaux and mirrors for jewelers and silversmiths. One shop is devoted to silvering the glass, another to cutting and beveling, while the metal portions of the plateaux are cared for in still another. The workmen labor under the most favorable conditions. Light

and cheerful surroundings have been the first consideration, thereby enabling them to give the best that is in them. The staff comprises thirty men, exclusive of office help. Mr. Rohrbeck has fifteen men handling his goods in various parts of the country—in fact, there is not a corner in the United States where his goods are not on sale. Orders are coming in so fast that it is with difficulty he can keep pace with them, and an increase in his plant is not a very remote proposition. An initial order is a guarantee of a speedy repeat.

The Tarentum Glass Co. has sent to W. F. Rood a very complete line of variously-shaped colonial candlesticks in the clear metal for which this factory is famous. Some are plain, others enameled, while the engraved and etched designs on the better grades are extremely attractive. Originality is the strong point in this line.

Robt. Slimmon & Co. have an array of dinnerware in English earthenware that must commend itself to all buyers. The variety is large, the designs are good, and the body is excellent.

A. R. Marryatt has relinquished the representation of the Pioneer Cut Glass Co.

Paul Joseph is the recipient of many new patterns from the Duncan & Miller Glass Co. A four-ounce smelling salts jar which was made at his suggestion has proved his judgment to be good. It is just the size the market demands. A new grape-fruit holder of colonial design is also being ordered freely.

The Crown Novelty Co. is showing a unique little table lamp at an extremely low price. The shade is of a delicate green glass, having a cushion top and sides fitting into a band of metal filigree work.

Stoll Bros.' (Philadelphia) line of cut glass is now being displayed at O. J. O'Donnell's showrooms, 19 Park Place.

AT CHICAGO.

CHICAGO has very little if any complaint to register over the business it has done in crockery and glassware the past ten days. The improvement is especially encouraging after the quiet month of April. Better weather has had much to do with the stimulus of business. The coming of June, the wedding month, also tends toward the making of better conditions, and dealers are replenishing their stocks with many lines of cut glass and fancy goods suitable for wedding gifts.

With a charter membership of fifty, the Chicago Association of China, Glass and Allied Trades was formally organized in a meeting held in the Gray Room of the Hotel Sherman May 10. The following officers were elected: president, Hayden A. Marshall, Chicago manager Fostoria Glass Co., vice-president, Paul Fueslein, Chicago manager Bawo & Dotter; secretary-treasurer, James H. Aye. Executive Committee—H. A. Marshall, Paul Fueslein, James H. Aye, Emil Eschwege, Edward J. Koch, T. M. Schallenbarger, Walter I. Redfield. Entertainment Committee—Ira A. Jones, Hugh E. King, H. L. Garden, J. A. DeBow, R. A. Kimble. Membership Committee—Edward C. Beltz, Edward Brennan, Clyde W. Reasner, Alfred L. Brun, Walter B. Andrews. "Boost the Chicago Market!" was adopted as the slogan of the organization, which is composed of members of the selling end of the various lines. At the next meeting buyers will be asked to attend, with a view of securing their co-operation and membership. It is confidently expected that the association will have over 100 members within a short time.

F. Senior Pickles, of the Buffalo Cut Glass Co., is spending a few weeks in this city.

Ernest Wolf, European buyer of glass specialties for the George A. Bowman Co., Cleveland, is visiting Chicago.

C. G. Milligan, of the Zanesville (O.) Art Pottery Co., was here last week.

Victor G. Wicke, general manager of the Imperial Glass Co., spent a few days in Chicago with E. C. Newton, manager of the local office.

The employees of the E. J. Koch Cut Glass Co., Elgin, Ill., are out on a strike. More than 100 operatives are affected.

After a month's trip to Cuba, John C. State, general manager of the Great Northern Mfg. Co., is back at his desk.

The strike germ is in the air. The Johnson &

Carlson Cut Glass Co., of this city, are tied up through a walk-out of employees.

An exceptionally attractive display of novelties and toys is being shown by M. J. Geary, Chicago manager of Morimura Bros.

MEMORIAL SERVICE FOR MR. AND MRS. STRAUS

DURING the month that has passed since the Titanic disaster commemorative services to Mr. and Mrs. Isidor Straus have been held almost daily by the various bodies to which they belonged; but the climax were reached last Sunday. The meeting held at Carnegie Hall was an astonishing testimonial to their memory. Admission was by ticket, and there were not enough to go around. When the secretary, Felix M. Warburg, asked the twenty or more associations with which they were connected for lists of those who should be invited he was overwhelmed, and was obliged to cut the lists in half, as only enough tickets could be issued as would fill the seats.

An hour before the doors were opened the streets were filled with people, and those holding tickets had to fight their way in. After the hall had been filled and the doors closed the crowds were so great that the police had to disperse them.

Promptly at four o'clock the speakers and members of the committee, to the number of thirty-eight, headed by Justice Greenbaum, escorting Mayor Gaynor, filled down the platform to the strains of a softly-played prelude on the organ.

The services were begun by Miss Mary Jordan, who sang "But the Lord is Mindful." Justice Greenbaum made the opening address, introducing Mayor Gaynor, who was followed by Andrew Carnegie, Right Rev. Thomas F. Gailor, Bishop of Tennessee, Jacob H. Schiff, and Miss Julia Richman. Miss Jordan sang "Oh, Rest in the Lord," and the Rev. Dr. Samuel Schulman closed with prayer. No other citizen of New York—nor, in fact, in the world—has ever had such tributes paid to his memory as were given to Isidor Straus; and they were well deserved. It remained for him to die before his good deeds were known, for he did not let his left hand know what his right was doing.

The Crockery Board of Trade was represented by Frank P. Abbot, Charles A. Holbrook, Robert N. Bolton, George M. Jaques, E. F. Anderson, R. Slimmon, Henry Witte, Gustave Otto, Gilbert M. Smith, W. W. Magee, J. O'Gorman, and M. K. Lindner.

The Straus family occupied the centre box in the first balcony, and representatives of the stores were on the platform. In the audience were some of the most influential citizens of New York.

MERCHANDISING DEPARTMENT.

[This department is carried on in the interest of buyers, particularly out-of-town men who cannot visit the market every day and who may not be able to get around to all the manufacturers' showrooms, yet are looking for special goods that are bargains. Nothing will appear here that has not some special or attractive feature, the main one being price. In writing to the "Merchandise Editor" for particulars please quote the number of the item that you are interested in.]

WRITING to us from Milwaukee, Ernest Bersback, manufacturers' agent, says: "I consider your Merchandising Department a very excellent idea, and it will continue in popularity when the dealers find out that real bargains are being advertised. It is very much to the advantage of dealers in New York and vicinity, who can take quick action on any line of goods to be closed out. The probabilities are that if a dealer from this section were to order certain things of exceptional value they would already have been disposed of by the time his letter was received."

Mr. Bersback's view is the natural one, but as a matter of fact we find the outlying towns far quicker to take advantage of the offers. Many telegrams have been received from the West, and the bargains thus secured. Quick action is all that is necessary, and the telegraph puts the distant buyer on an equality with his nearer competitor.

ON SALE.

A 44—Six dozen portables, oriental designs, highly artistic effects and brilliant coloring less fifty per cent off the ordinary price.

A 50—A western potter who is particular in his selection when executing orders makes the following offer of more or less imperfect matt green jardinieres, good shapes, many embossed and footed:

6 doz. 5in. at \$.85 doz.	regular price \$2.00 doz.
6 " 6in. at 1.20 "	" 2.50 "
6 " 7in. at 1.80 "	" 4.00 "
6 " 8in. at 2.50 "	" 5.50 "
20 " 9in. at 3.75 "	" 6.50 "
20 " 10in. at 6.00 "	" 8.00 "
20 " 12in. at 9.00 "	" 24.00 "
12 umbrella stands, matt green, at \$9 doz.; regular price \$24 doz.	

F.o.b. factory; no charge for package. Quantity to suit buyer. These are just the things that the public is buying now. Secure some of them while you can at these low prices.

A 51—A large importer makes the following offer of a very rapid-selling ten cent article: 200 dozen, footed, globe shape English earthenware bowls, capacity a little over a quart, 24s, decorated with blue band and black lines, and green band and blue lines, in gross lots at \$9 per gross. Usual charge for package and shipping.

A 59—A snap for a June wedding sale is offered by one of the most reputable glass cutting houses in the country—viz., forty-eight 6 in. rock cry

stal bud vases for 75 cents each. The regular price is \$1.50.

A 62—An exceptional bargain, offered by one of the largest importing houses in the country, is an assorted package containing six doz. specialties or novelties, such as covered jugs, children's mugs, plates, covered bon-bon boxes, puff boxes on feet, candlesticks with reflectors. All these items have nursery rhymes and figures. Vases, bon-bons, mayonaise dishes, sugars and creams, mustard pots, cups and saucers, extra tea size, all imitation roses made of china, from the celebrated Tettau factory. There is not an article worth less than \$4 a doz.; many are worth \$6. Six of each item in a package. Offered for \$2 a doz. in 6 doz. packages or \$12 a lot; f.o.b. New York.

A 63—The firm making the foregoing offer also presents another snap, viz., cups and saucers for children, milk mugs, oatmeal bowls, plates, pin trays, covered bon bons, all of excellent ware with nursery-rhyme figures and legends and high class decorations. Imitation rose peppers and salts, bon-bons, pin trays, etc. No article worth less than \$2 a doz.; many worth \$2.50. One doz. of each article in a package at \$10.50 per package; f.o.b. New York.

Both the above lines are particularly adapted to seaside or summer resort trade.

A 64—Import samples of the well-known "Schlegel-milch" ware, consisting of fancy salads, cake plates, sugars and creams, etc. 650 pieces at considerably less than the regular import price. The purchaser would have the double advantage of having the advance samples before the line appeared generally, as well as getting them cheap. Quantities in assortments to suit will be made up.

A 65—One of the most reliable glass manufacturers in the country offers the following first-class regular lead blown tumblers to close out:

5 barrels, 17 oz. capacity, straight, at 50c a doz.
7 " 18 " " 50c "
23 " 19 " " 60c "
24 " 20 " " 70c "
6 " 7½ " concave, 25c "
8 " 8 " " 25c "

Barrels 50 cents. F.o.b. New York.

A 66—300 cut glass bowls, full size four-pound lead blanks, 8 inches and 4 inches deep. Cut with an elaborate new star around which a gray feather cutting makes the pattern stand out beautifully. The usual price is \$2.75, but these 300 will be allowed to go at \$2.08 f.o.b. factory in lots of not less than 25, to enable the buyer to judge of the class of workmanship and finish of goods turned out from this factory.

A 67—In order to introduce his goods a lamp maker is offering an excellent electrolier worth \$8 for \$6.60. It is finished in brushed brass, and has a 16 inch dome of highly artistic conception made of 100 pieces of leaded glass. The color effect is well worked out. It is 23½ inches high and has two pull sockets complete with parallel cord and patent plugs.

MERCHANDISE WANTED.

A 68—A Japanese firm has 180 water or lemonade sets, with pretty rose decorations heavily gold stippled at top, also violet design and gold, consisting of a half-gallon jug of fine thin Japanese china and six handled cups. The usual price for these is \$1.37½, but in order to clear them out they will sell this lot at \$1.12½ in sets of 36. No charge for package or freight.

A 69—The owner of a china clay mine in Brazil (such is the wide circulation and far-reaching influence of the CROCKERY JOURNAL) desires to open negotiations with potters in this country with a view to using his output.

A 70—A retailer is overloaded with Economy fruit jars, and, wishing to reduce his stock, offers 15 gross pint size, 25 gross quart size, and 5 gross two-quart size, at a reduction of 20 per cent. off the 50-gross price.

A 71—The greatest bargain in the trade is a subscription to the CROCKERY AND GLASS JOURNAL for one year, \$2. Send in your application immediately.

A 72—A special job lot of beveled mirror plateaux with ball feet and an ornamental silver-plated frame—250 10 in. at \$5 a doz; 250 12 in. at \$7 a doz. Quantities to suit purchaser. Send in your orders quickly, for they won't last long.

A 73—Regular lead blown tumblers to close out:

32 barrels, 12 oz. taper,	35c. doz.
18 " 17 " "	50c. "
5 " 7 " straight,	25c. "
5 " 10 " "	30c. "
13 " 11 " "	30c. "
15 " 12 " "	30c. "
13 " 8 " fruitina,	25c. "
4 " 12 " "	35c. "

F.o.b. New York. Barrels 50 cents each. The firm making this offer is favorably known from one end of the United States to the other.

A 74—Berry sets, fine Japanese china, hand-painted, liberally traced with gold, 24 sets in a case (4 each of 6 styles assorted). Special price in case lots, 68 cents set. Only 23 cases left.

A 75—320 doz. cut glass tumblers bearing delicate and artistic floral designs. Light lead blown, 9 oz. Would be cheap at 75 cents doz. May be had in quantities to suit buyers at 65 cents doz. This is the best value in light cut tumblers we have ever seen offered, considering the quality. No time should be lost in making application.

A 76—A Western potter is offering 100-piece dinner sets, Western composition—no soup tureen—every piece gold-lined, with four spray decoration, either plain or scalloped shaped, at \$4.75 per set. Usual charge for packing and freight.

A 77—At a bargain—100 pieces highly finished and polished lead cut glass, consisting of

24 8 inch bowls	12 6 in handled nappies
6 celeries	5 orange bowls
15 baskets	5 two-handled comports
10 spoon trays	6 oils
4 3 pint jugs	5 10 in vases
8 sugars and creams	

Regular price \$175. To be closed out at \$142.60, f.o.b. factory. Regular package charge.

47—Here is an excellent opportunity for some enterprising pottery. A subscriber writes: "I am wanting a price on gold band goods, to be shipped in assortments; can use from five to ten thousand during the months of August and September if I can get the proper price."

48—A large five and ten-cent store firm in New York State writes as follows: "Who among domestic pottery people make flow blue, gold stamp ware, low priced?" They are in the market for this class of goods. There is an opportunity for someone.

49—Several firms have requested that we secure for them a line of cut glass seconds for a sales proposition.

50—Wanted, a quantity of cheap glass jars, on the order of Mason jars, with glass tops, for holding a soapy compound; quart capacity. Must be cheap. If these are satisfactory and meet the requirements orders for carloads will be forthcoming.

51—A subscriber writes: "I am in the market for a line of handled beer mugs popularly called Bohemian mugs. The pattern is fluted like the old Huber shape and of squat proportions. These are wanted in 5, 8, 10, 12 and 14 oz.

52—A subscriber writes: "Please inform me where I can secure at wholesale prices that novelty glassware that is gilt on the outside and has roses and other designs between the glass and the gilt and showing through the glass, giving it the appearance of a gold dish with hand-painted roses upon it."

 AT PITTSBURGH.

POTTERY and glass manufacturers in the Eastern Ohio and Western Pennsylvania district recently received the following from the T. Eaton Co., Winnipeg, Canada: "With deep regret we inform you of the death of our Mr. George E. Graham, who was among the gallant men who went down with the Titanic." Mr. Graham as buyer visited the Pittsburgh district frequently and had many friends in this territory.

* *

H. K. Connor, representing the Trenle China Co., had a display at the Seventh avenue a few days ago.

* *

Information has been received here that Kinney & Levan, Cleveland, have been incorporated. The officers of the new company have not been announced. Construction of their new six-story building is progressing with speed.

* *

Manufacturers who make a specialty of jars and glass lines used by the confectionery trade will be interested in learning that the National Confectioners Convention this year will be held in the International Hotel, Niagara Falls, June 19-21, and that the Pennsylvania State Association will meet in Harris-

burg the latter part of this month. Displays will be maintained by the glass manufacturers at both conventions.

* *

T. A. Neely, with Boggs & Buhl, announces that trade is fairly active, and no complaint can be offered.

* *

The Pittsburgh offices of Bawo & Dotter, which have been located at 615 Liberty avenue, will be discontinued June 1, and what samples have not been sold by that time will be returned to the New York headquarters. In August or thereabouts A. Herr will open at the Hotel Anderson with a complete fall line, as was his custom in former years. The company is compelled to give up its present location because a firm in an adjoining building has leased the property for its own purposes.

* *

The story published in the Pittsburgh newspapers that the Phoenix Glass Co. would concentrate all plants at Monaca, Pa., and spend \$2,000,000 in doing it, was a good "space" yarn. "Absolutely nothing but newspaper talk, I assure you," said Secretary H. W. Ebberts.

IN TOWN

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- W A Koenig, with Thos. Kilpatrick Co, c, Omaha. Seville.
- W S Kemp, with The Bailey Co, c, Boston.
- J S Kipp, with Pohlman & Kipp, c, Spokane. Hotel Astor.
- A Eilaus, with Delaney & Verney Co, Baltimore.
- A J Boisvert, with Davidson Bros Co, hf, c, Sioux City, Ia. 1261 B'way.
- T J Gill, with Mandel Bros, c, g, Chicago. Long Acre.
- H Wonderlich, with J Samuels & Bros, t, Providence, R I. Herald square.
- J Jardine, with Smith & Murray, hf, Springfield, Mass.
- J Kieley, with Smith & Murray, hf, Bridgeport, Conn.
- F J Stanley, with Porteous & Mitchell Co, hf, Norwich, Conn.
- H E Kline, with Watt & Shand, t, hf, Lancaster, Pa.
- A C Hislop, with Porteous, Mitchell & Braun Co, hf, Portland, Me.
- J Donovan, hf, and W Henderson, t, with Robertson-Sutherland Co, Lawrence, Mass.
- E A Fernald, with W S Butler & Co, hf, Boston.
- G H Carnell, with Fellman D G Co, hf, Galveston, Tex. Cumberland.
- A L Burbank, with Burbank, Douglass & Co, c, Portland, Me. Imperial.
- A A Sprague, with Howland D G Co, c,g, Bridgeport, Conn.

- E F Brown, with Crews-Beggs D G Co, hf, c, Pueblo, Col.
- J H Friedman, with E Wren Co, hf, Springfield, O. 320 Church.
- H H Rand, c, Oil City, Pa.
- T Gill, with Lipman, Wolfe & Co, c, Portland Ore. 100 Fifth ave.
- C S Scudder, Athens, Ga. Great Northern.

CUT GLASS HEELS ON VIEW.

THE Newark Industrial Exposition has attracted wide attention during the week. Many local firms in our lines have exhibits there, the most conspicuous being that of the Newark Cut Glass Co., its eighteen-inch punch bowl being one of the show pieces. Its colored glass vases are also particularly good. A novelty that caused much amusement was the much-advertised cut glass heels for ladies' shoes, fac-similes of those made for the celebrated dancer and affinity of the deposed King of Portugal. The Art Metal Works had a beautiful line of novel portable lamps in delicate tints.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments month end'g Apr. 28, '12	Correspond- ing period 1911	Exports Jan. 1 to Apr. 28, '12	Correspond- ing period 1911
Boston	429	638	2226	2638
New York	574	795	2404	3073
Baltimore	357	1202	2740	4118
Philadelphia...	358	425	1103	1633
New Orleans...	76	76	270	321
Newport News..	....	....	45	26
San Francisco ..	122	12	449	30
Portland (Me.)..	166	64	593	529
Galveston	67	2	214	376
Portland (Or.)..	21	....	65	....
Inland Points ..	54	196	196	801
Total..	2224	3410	10395	13545

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

to	Shipments week end'g Apr. 27, '12	Correspond- ing period 1911	Exports Jan. 1 to Apr. 27, '12	Correspond- ing period 1911
New York	74	204	2473	2860
Boston	82	112	2226	2614
Philadelphia	7	98	1182	1576
Baltimore	141	146	2740	4113
San Francisco ..	29	....	449	30
New Orleans. ...	....	25	273	295
Portland (Me.)..	23	....	678	389
Galveston	31	....	214	376
Newport News...	....	....	45	26
Portland (Or.)..	21	....	65	....
Inland Points	20	....	203	211
Total..	428	585	10548	12490

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

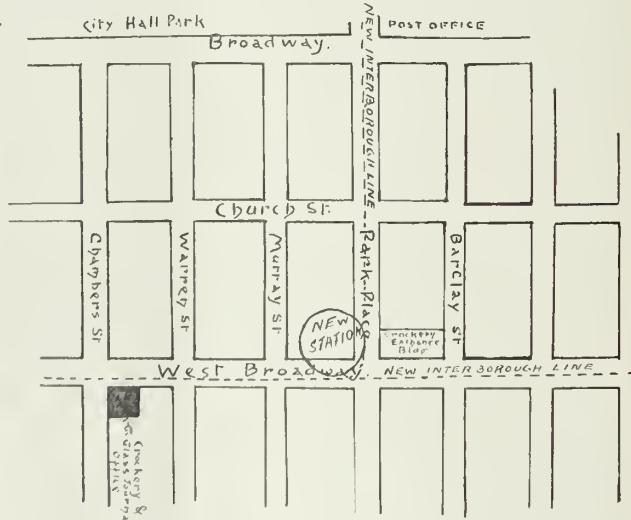
Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 16, 1912.

WHEW! What a time they did have last Tuesday at East Liverpool! The President, T. R. and Ringling's circus all in one day! No wonder the potteries shut down. Three circuses in the town inside of twelve hours!

THE Public Service Commission and the transit committee of the Board of Estimate on Tuesday decreed that as a part of the new underground system in this city there should be a line through West Broadway and Park Place, with presumably a station



PROPOSED ROUTE OF SUBWAY THROUGH THE CROCKERY AND GLASS DISTRICT.

at the junction of these two thoroughfares. This will bring the District within a few minutes of the hotels, shopping centres and transportation lines. It is expected that the work will be completed in three years.

OPEN STOCK GLASSWARE.

It is a little remarkable that while china buyers are very solicitous about their open stock dinnerware, few of them take pains to keep open stock glass designs. The calls for table tumblers are much greater than for cups and saucers, yet a housekeeper is rarely able to match her glass. It is true she is not as particular about it, and is easily persuaded that something else is "just as good." She would feel more satisfied, however, if she could readily procure matchings.

Retailers make a point of advertising open stock dinnerware; if they ever do the same with glass it has never come to our notice. And yet they could easily get ten or fifteen cents more a dozen for matchings. No woman will hesitate for a moment about paying a little more to gratify her desires.

The profits on a quick-selling, popular, open stock glass line are worth considering.

PERSONAL.

A WELL-KNOWN manufacturers' agent in the District was short of help the other day and found it necessary to don an apron, sweep out his showroom and clean up the place generally. While thus occupied, looking dirty and untidy, a rather rough-and-ready appearing gentleman who looked as though he might be a canvasser or book agent entered and asked if the boss was in.

"No, sir," said Mr. Representative; "I'm only the office boy."

"Will he be in soon?"

"Yes; I expect him in any minute. Won't you sit down and wait for him?"

In a few minutes Mr. Representative had taken off his apron, washed and brushed up. Then going over to his desk he looked straight into the visitor's eyes and asked, "Well, what can I do for you, sir?"

"Why, I thought you were the office boy."

"Only for the time, sir. Now I am the boss. My office boy is away sick; hence you find me doing his work."

"Shake, old man! I came to see your samples, and if they are as good as you, we'll do business."

Needless to say, the order was a good one and a lasting connection was made.



C. H. Blumenauer, of the Jefferson Glass Co., was in New York the latter part of last week on business connected with the concern's lighting department.



Jacob Steinbach, of Asbury Park, N. J., was represented in the District this week by his son, who was

looking around preparatory to making purchases for the coming season, which he anticipates will be a hummer.



W. S. Pitcairn will sail for Europe on the Cameronia, leaving Saturday, May 25.



W. H. Koenig, with Thos. Kilpatrick, Omaha, Neb., was in New York last week placing orders for English china.



H. L. Heintzelman, of the Monongah Glass Co., spent Thursday and Friday in New York conferring with Frank M. Miller. He said the factory was very busy.



Harry Todd has resigned his position as crockery buyer for Wm. Donaldson & Co., Minneapolis.



S. P. Arnold came home on Wednesday from a trip for Fondeville & Van Iderstine which began on March 5th. The business was good right up to the end.



A. H. Ledden visited Philadelphia this week. He did not say whether or not he stopped over at Little Falls, N. J., to see the \$50,000 strawberry blonde whose address he received last week in a package of goods.



E. R. Thieler will leave for Europe on the 18th, sailing on the President Grant. He will be gone about two months.



Harry W. Lewis, who resigned as china and glass buyer for the Joseph Horne Co., Pittsburgh, last week, was formerly at Pickering's.



L. Gonzales, of Gonzales, Patin & Hermos, San Juan, Porto Rico, is at the Broadway Central Hotel. The firm are large buyers of china.



Kurt Lutz, with Louis Wolf & Co., traveling through the Middle West, came home on Friday of last week. He says he had a big business in specialties, but on regular lines trade was only fair. Weather conditions were bad.



W. B. Kemp was in town last week on a buying expedition for the J. S. Bailey Co., Boston.



F. W. Dohrman, president of the Dohrman Commercial Co., San Francisco, one of the U. S. representatives of the International Red Cross Society, attended the Ninth International Red Cross Conference held at Washington on May 7 and sailed from New York May 11 with Mrs. Dohrman on

the Prinz Friederich Wilhelm for a six months' stay on the Continent.



J. H. Venon and wife will sail for Europe Saturday on the George Washington. They will be gone until in September.



Henry Creange sailed for Europe on the Providence last Thursday. His departure was rather sudden, and some weeks earlier than he had intended. He only made up his mind to go on Wednesday.



E. Beltz has engaged with Louis Wolf & Co. for their Chicago office. He was formerly with Scruggs, Vandervoort & Barney, St. Louis, and before that with W. H. Block Co., Indianapolis.



Harry S. Clarke, with lines from Robt. Slimmon & Co., will be in Pittsburgh at the Henry on the 18th and 20th, and in Baltimore at the Howard on the 21st and 22d.



Just Petersen, resident New York representative of the Royal Copenhagen Porcelain Works, is back from Bermuda, where he has been taking a little rest after a hard and busy season.



C. H. Woodbury is booked for Europe on the Cameronia, leaving May 25.



Thos. Gill, the new buyer for Lipman, Wolf & Co., arrived in town Tuesday. Mr. Gill is well known and very popular, and will be heartily welcomed by those who call at his headquarters, 100 Fifth avenue.



F. W. Woolworth was a passenger on the Kronprinzessin Cecilie, leaving for Europe last Tuesday.



Harry Muscovitz, formerly assistant buyer under A. J. Schinagl, is now assistant to John Hawthorne at Wanamaker's New York store.



Bert Baker, formerly with the Wm. Barr Dry Goods Co., St. Louis, has accepted a position with Davidson Bros. & Co., Sioux City, Ia., and leaves on Saturday to take up his new duties.



Miss Harold, who was until recently assistant buyer of china at Snellenburg's, Philadelphia, is now in the toy department.



Messrs. Theule and Jacquin, representing Gath & Chaves, Buenos Ayres, one of the largest firms in South America, are in town buying china, housefur-

nishings and trunks. They are registered at the Brevoort.



George Hamilton is in Cincinnati this week. He will finish up the towns in that territory and return to the city on the 27th.



Emil Bronnum, representative of the Royal Copenhagen Porcelain Works, sailed for home May 16.



John H. Ling, with Gimbel Bros., is expected home this week from his European trip.



W. C. Lynch is showing samples of dinnerware from the factory of Taylor, Smith & Taylor at the New Grand Hotel, this city.

SAN FRANCISCO AND THE COAST.

THE wholesalers note that business seems to be a little better in the city this week than at any time this spring, and as general conditions are very favorable they see no reason for a relapse.

Retailers continue to offer special inducements in their crockery and glassware departments in order that they may not be eclipsed by the offers in more seasonable goods.

E. Ledger, representing W. S. Pitcairn, after calling on the trade here left for the north.

Geo. W. Clarke, representing Homer Laughlin China Co., left here a few days ago for the East after a prolonged stay on the Pacific Coast.

A. B. C. Dohrman will leave for a short trip to Los Angeles in a few days.

L. Siem, European buyer for the Dohrman Commercial Co., has returned to headquarters after spending practically four months across the water.

Mr. Josephs, buyer for the cut glass and art department of the "White House," is visiting the Eastern markets.

F. M. Dunn, coast manager for the United States Glass Co., is in from a very successful three weeks' trip in the north.

J. F. Galloway, manufacturers' agent, with offices in the Jewelers' Building, has added the J. D. Bergen cut glass line to his list.

The Shreve Co. is having plans drawn for a seven-story and basement warehouse on Bryant street, to cost in the neighborhood of \$150,000.

Sylvester A. Baker, coast manager for the Macbeth-Evans Glass Co., has recently secured the

contract for furnishing the towns of Glendale and San Fernando with Alba street lighting globes. Mr. Baker plans to leave May 25 for an eight weeks' trip covering his entire Western territory.

Geo. A. Boomer, manager for the Plume & Atwood Mfg. Co., plans to leave here the latter part of the month, to be gone seven or eight weeks. He will cover his entire western territory, going south from here to Los Angeles, then around by Salt Lake City and Boise up to Seattle, and coming home by way of Portland.

The contest for the \$500 offered by Himmelstern Bros. to the salesman selling the most dinner ware patterns has excited the general trade locally and through the country, as is evidenced by the firm having received several mail orders to be credited to the favored ones.

Among the country buyers in town this week were: Julius Stiefvater, Point Richmond; A. Reeve, of Reeve Bros., Vallejo; Tom Scott, of Scott, Lyman & Stack, Sacramento; J. Kasper, Lind, Wash.

BUSINESS BRIEFS.

Kratze Bros. have formally open their new department store at Escanaba, Mich.

* *

The National Clay Co. has been formed at Hatton, O., with a capital stock of \$30,000.

* *

Work on the new department store for L. S. Plaut & Co. at Broad, Halsey and Cedar streets, Newark, N. J., will be started soon.

* *

Damage to the extent of \$12,000 was caused by fire in the lamp and glassware store of A. Grayboyes, 1623 North Third street, Philadelphia.

* *

The S. S. Kresge Co., operating a chain of sixty-six five and ten cent stores, has listed \$5,000,000 of common stock on the New York curb market.

* *

The Murray Glass Co., which suspended operations in Philadelphia last year, has sold its property, and the plant will be used for manufacturing lines other than glass.

* *

Schedules in bankruptcy of the Ruden Co., dealers in housefurnishing goods at 212 Bowery, this city, show liabilities \$12,293 and assets \$2,985, consisting of stock \$1,513, accounts \$922, fixtures \$500.

* *

The Novelty China Co. has been incorporated at Cleveland with a capital stock of \$10,000. The company will deal in china, domestic pottery and glassware. S. J. Deutsch, A. M. Klein and Julius Rothschild are among the incorporators.

Among the Potteries

East and West

East Liverpool and Vicinity.

The closing of the plant of the American China Co. at Toronto, and the plan to sell the property to other business interests, takes

another domestic ware plant off the list. The Goodwin and Brunt plants in this city are out of business, and fire recently destroyed the plant of the "old shop" owned by the East Palestine Pottery Co.

* *

Pottery supply dealers in this locality are complaining about the apathy in decorated goods. The manufacturers have had a stronger demand for plain white ware than for several months. The old Cable shape is selling well with a number of plants.

* *

Indications are at this time that George C. Thompson, of the Thompson Pottery Co., who is a candidate on the Republican ticket for the Eighteenth Ohio Congressional nomination at the primary election next Tuesday, will have the lead in the three-cornered race. His home county will be strong for him, it is said.

* *

T. J. Copeland, of Baltimore, Md., has returned home after spending several days here. He represents the Edwin M. Knowles China Co. and the Globe Pottery Co. in his territory.

* *

Thomas Snape, for twenty-five years bookkeeper and credit man for the Thompson Pottery Co., is very ill at his home, and doubt is expressed as to whether he will be able to resume his desk.

* *

Not a pottery wheel turned in East Liverpool Tuesday. President Taft arrived at 9:15 and was taken to the "Diamond," where he spoke from Col. John N. Taylor's automobile. At one o'clock Col. Roosevelt arrived and took his turn at speechmaking. Two baseball games and a large circus furnished East Liverpool excitement for the balance of the day.

* *

Hugh Nevin, Eastern salesman for the Knowles, Taylor & Knowles Co., has returned home for a brief season.

* *

"We are running every department of our plant,

and there is no let up in orders," said Sales Manager John T. Cartwright, of the Cartwright Bros. Co. Their dinnerware is selling well, and the demand for the specialty lines is the strongest of the season.

* *

The demand for ice cream plates, sundae dishes and plain mugs, both with and without handles, for soda fountain purposes, is strong this season. A number of new treatments are being placed before the trade, with the result that new business is being created.

* *

W. Edward Wells, secretary-treasurer of the Homer Laughlin China Co., will be the Memorial Day orator in this city this year, having accepted the invitation of the local G. A. R. Post to fill that position.

* *

The possibility exists that the plant of the W. S. Brunt Pottery Co. may be converted in a sanitary shop—the first to be established in the district.

* *

Sheep-wool sponges used in the potteries have been largely advanced in price. Selling for twenty-five cents a year ago, they now bring from forty-five to fifty cents each.

* *

Frank P. Judge, a bookkeeper in the First National Bank, has resigned to take charge of the office of the National China Co. at Salineville.

* *

Underglaze blue dinner ware and specialties are having a fairly good run this season, all things considered. The former line is having a strong movement among the newspapers using dinnerware for premium purposes.

✕

The Pacific Porcelain Works, at Richmond, Cal. Sixteenth street and Barrett avenue, this city, has under construction a large number of new kilns, which it plans to put in operation soon in connection with the big addition to the plant which it completed recently, consisting of additional drying rooms, mixing rooms, etc. The improvements which are now under way will mean the doubling of the capacity of the plant

and the employment of a large number of additional men.



The plant of the American China Co. here has been sold to the National Hydro-Carbon Co., of Pittsburgh, for \$50,000.

WHAT THE BUYERS THINK OF IT.

IN order to learn the attitude of buyers towards the proposed House Furnishing, Crockery and Glass Exhibition, letters were recently sent to many prominent men in the trade. Following are some of the replies:

A good plan. Will attend.—E. P. Calderhead (Gimbel Bros, New York).

Will attend if possible.—L. C. Shattuck (Dulin & Martin Co., Washington).

Approve, and will be there.—D. F. Magee (Martin & Naylor Co., Gloversville, N. Y.).

Will attend. Excellent idea.—Robt. N. Caird (The Sweeney Co. Buffalo).

Yes; the plan is a good one.—J. M. Irish (The H. H. Sturtevant Co., Zanesville, O.).

Would prefer an earlier date in the season.—C. H. Bidelman (H. B. Graves, Rochester, N. Y.).

Exhibition should be exclusively for the trade, and not the general public.—Milton Meyer (Geisman, Meyer Co., Hoboken, N. J.).

The scheme is a good one.—E. F. Bayley (L. Lauchheimer & Co., New York).

I certainly will attend.—Aaron Wechsler (A. I. Namm & Sons, Brooklyn).

Will be there. Bound to bring satisfactory results to both buyer and seller.—Adolph Rosner (Ludwig Bauman & Co., New York).

A good plan, and will attend.—D. J. Forsaith (John B. Varick Co., Manchester, N. H.).

The plan all right, but do not think I can attend.—C. R. Miller (Siegrist & Fraley, Buffalo).

The exhibition is a very good idea.—L. Klayf (Bloomington Bros., New York).

Do not go to New York at that time. Do not believe exhibitors have found it any advantage to them thus far.—H. E. Claus (Duffy, Powers Co. Rochester, N. Y.).

Will be there. Can do more business at an exhibition in one day than in a week chasing from place to place. Also get in touch with many more lines.—T. G. Brocks (Cons. Dry Goods Co., Pittsfield, Mass.).

A good plan and will be in attendance.—W. W. Mosher (Sibley, Lindsay & Curr Co., Rochester, N. Y.).

Indorse the idea, and will be there.—B. H. Martin (Callendar, McAuslan & Troup Co., Providence, R. I.).

Think the plan a good one, providing the show is complete, and not half done.—J. H. Reese (Hager & Bro. Lancaster, Pa.).

Will attend.—Thos. A. Keller (Denholm-McKay Co., Worcester, Mass.).

Expect to be there. Have always benefitted from the exhibitions I have attended.—N. C. Myers (The Strous-Hirshberg Co., Youngstown, O.).

I think it a capital idea.—T. A. Neely (Boggs & Buhl, Pittsburgh).

Indorse the scheme and will attend.—Neal McColgan (Houghton & Dutton Co., Boston).

I certainly do think it a good plan, and will attend.—J. J. Jacklin (Henry Siegel Co., Boston).

This exhibition will appeal more to out-of-town buyers than to city buyers who have opportunities of inspecting lines all the year round.—John H. Harris (Greenhut-Siegel Cooper Co., New York).

The plan a good one, and will be there.—Charles A. Gorman (John H. Gorman Co., 229-235 Grand St., N. Y.).

Indorse the movement and will attend.—H. F. Margwarth (Luckey, Platt & Co. Poughkeepsie, N. Y.).

The plan a good one if the prices are as low as at the home plants. Often they are not.—W. W. Johnes (A. A. Brager, Baltimore).

Will attend the show to meet the "bunch," but not to buy. In my opinion private salesrooms are preferable.—S. J. Nealis (Gamble-Desmond Co. New Haven, Conn.).

If in need of goods will attend.—L. Hascher (W. V. Snyder Co., Newark).

Will be there.—W. G. Benedikt (L. Bamberger & Co., Newark).

A great advantage for buyers.—G. Fox & Co. Hartford, Conn.

A good plan. Will be there.—E. D. Bartholomew (Wm. Hengerer Co., Buffalo).

Will attend.—Simon Roth (Rothenberg & Co., New York).

Approve, and will be there.—Jay Lit (Lit Bros, Philadelphia).

Will attend.—C. E. Johnstone (G. M. McKelvey Co., Youngstown, O.).

The idea is good if the best houses can be induced to exhibit. Heretofore they have not done so, and it has not paid me to come.—F. D. Van Arsdale (Halle Bros. Co., Cleveland).

If you exclude all private visitors and make it a strictly business proposition I believe it will be for the benefit of all.—J. L. Haas (Stern & Greenberg, New York).

A good plan, even if sales made at the time are disappointing, for there must be education before there can be satisfactory distribution.—John Lewis, Southern Pines, N. C.

Excellent idea.—T. G. Hall, (H. Herpolsheimer Co., Lincoln, Neb.).

Such an exhibition makes it convenient to compare competitive items without guessing.—W. C. Hoffman (Schuneman & Sons, St. Paul, Minn.).

Do not contemplate visiting New York at that time.—Frank D. Dodge (Jouner Bros., Des Moines, Ia.).

The idea is good, but find it impossible to be in New York at that time.—B. F. Everroad (Vonnegut Hdwe Co., Indianapolis).

A splendid thing.—P. V. Kane (The Dayton Co. Minneapolis).

A good scheme. Will be on hand.—Alf. J. Papke, (Ed. Schuster & Co., Milwaukee).

I certainly will come. Hope it will be a success, and am confident the buyers will do their part.—J. Q. Adams (M. Katz & Co., Gloversville, N. Y.).

The comparison of different manufacturers' lines is good for the buyer.—Arthur Hale (Lee & Wells Co., Augusta, Ga.).

Will be there if possible.—Leo. Arnstein (Ed. Schuster & Co., Milwaukee).

The plan would be good if it were possible to buy without having everyone see what you are getting. I have yet to find a show where the buyer can make a selection without being disturbed.—J. W. Chaput (Frank, Prescott & Richards, Erie, Pa.).

A good thing.—H. W. Peardon (Quackenbush & Co., Paterson N. J.).

Am in sympathy.—F. M. Van Dorn, (The Bailey Co., Cleveland.).

Do not believe in it. Think most buyers prefer to buy at manufacturers' sample rooms, as they are not then troubled by salesmen of other lines whom they may not wish to see.—R. A. Illsley (Barnard, Sumner, Putman Co., Worcester, Mass.).

Do not approve the plan, for more reasons than can be written on a postal card.—C. M. Igel (Kaufmann Bros. Pittsburgh.).

Believe in the exhibition, and will visit it.—L. J. Koster (J. Lauchheimer Co., New York.).

Will attend if possible.—J. W. Waldorf (Hochschild, Kohn & Co., Baltimore.).

Approve of it so strongly that I am in favor of having a building erected expressly for permanent house-furnishing, crockery and glass exhibits.—A. F. McMartin (Jonas Long's Sons, Wilkes Barre, Pa.).

The plan is all right, but August is a poor month. A. F. Ellis (Almy, Bigelow & Washburn, Salem, Mass.).

Will be there.—P. H. Vose (P. H. Vose Co., Bangor, Me.).

The plan a good one.—The Great Department Store, Lewiston, Me.

Disapprove, because a buyer will be expected to accomplish in one day what ought to take two.—W. P. Carey (W. R. Zollinger & Co. Canton, O.).

Will attend show. "Convenience of buying" can only be learned by actual experience.—J. A. Armstrong (J. N. Adams Co., Buffalo.).

One of the best things for both buyer and manufacturer, saving time for the former and expense for the latter.—Chas. Herman (J. L. Kesner, New York.).

Impossible to attend at that time of the year, but think it a good plan.—David S. Levey (G. Goldsmith & Sons Co., Memphis, Tenn.).

I certainly will attend. A good proposition.—Harry M. Hollander (Siegel, Cooper Co., Chicago.).

Do not expect to attend.—H. B. Lee (Camden, N. J.).

Buyer in this department does not visit New York.—J. S. Levi (Thalman & Levi, Kokomo, Ind.).

Am in favor of plan and will attend.—P. H. Forry (Hager & Bros., Lancaster, Pa.).

The idea is good. Will be there.—Robt. Glenn (John Wanamaker, Philadelphia.).

Am in sympathy with plan.—W. G. Holbrock, (The Holbrock Co., Hamilton, O.).

Such an exhibition is needed more than ever now, the different lines being so scattered that it is impossible to get round in the short time available.—W. K. Sutton (Louis Traxler Co., Dayton, O.).

Have always attended these shows, but never made a purchase. They are convenient as a place for meeting, but I think the larger buyers do not place orders at a show, and have often wondered if it paid.—W. D. Gilmore (The Rike-Kumler Co.).

Cannot attend in August.—J. W. Saville (Zion Co-op. Mercantile Institution, Salt Lake City.).

Do not think there are enough housefurnishing buyers to make it worth while.—A. J. Scheuer (The Scheuer Bros. Co.).

Am in favor of idea, and will come.—N. L. Clark (D. H. Holmes Co., New Orleans).

A good proposition for the small merchant, but not of great interest to the larger one.—A. P. Lyons (Stix, Baer & Fuller D. G. Co. St. Louis.).

Am in favor of it and will attend.—J. A. Stall (J. A. Stall Co., Lynchburg, Va.).

A good plan.—J. F. Leary (Outlet Co., Providence, R. I.).

The idea is good if it can be carried out.—W. D. Sanford (Pettis D. G. Co. Indianapolis.).

A good scheme if all the leading lines are represented. Otherwise not. A buyer must necessarily see all the best lines.—C. W. Hunter (Titcher-Goettinger Co., Dallas, Tex.).

Will attend if convenient.—J. J. Reardon McAuslan & Wakelin Co., Holyoke, Mass.).

Will attend if possible. Believe it of invaluable benefit to buyers.—A. M. Rubin, (Globe Dept. Store. Waukegan, Ill.).

A fine idea.—Wm. O. Day (Miller & Rhoads, Richmond, Va.).

Approve, and will attend.—Philip C. Schaeffer (Adam, Meldrum & Anderson, Buffalo.).

Shall attend if possible.—Hugo Polachets (L. Klein, Chicago.).

Should think it a good thing.—S. A. Knill (Denver D G Co.).

Will attend if possible.—Crews-Beggs D. G. Co., Pueblo, Col.

Saves both time and money.—A. J. Allgrim (Allen & Bayne, Kansas City, Kan.).

Consider the idea good, and will be there.—W. T. Giles (Loveman, Joseph & Loeb, Birmingham, Ala.).

Approve, and will attend.—Leon C. Durdy (Graham, Sykes & Co., Muskogee, Okla.).

Do not believe it a good plan.—C. W. Sprowls (The John Shillito Co., Cincinnati.).

Date too late. The idea is good if the purpose were just to get acquainted, but not for making purchases. Manufacturers should not expect business at that time; just simply exploit the product. F. Kauders (Leopold Adler, Savannah.).

The best thing ever undertaken for the buyer's help.—E. F. Loge (Emahizen-Spielman Co. Topeka, Kan.).

Think it a capital idea.—K. K. Denniston (J. D. Purcell Co., Lexington, Ky.).

I certainly think the plan a good one.—Wm. Kenner, (Frederick & Nelson, Seattle, Wash.).

THE "THREE O'S" ANNUAL OUTING.

THE employes of Budde & Westerman, who have an association called the "Three O's," which, being interpreted, means "Our Own Outing," will hold their twenty-first annual picnic at Eckstein Park, Castleton, Staten Island, on Saturday, June 8. There will be bowling, baseball, sack races and running races, and of course a dinner. At these affairs the boys always have a good time in a rational way.



IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
May 14, 1912.

ANTWERP

407	packages glassware	B Gunthel
10	"	C J Dierckx & Co
5	"	L Straus & Sons
21	"	A Berger & Co
104	"	Miscellaneous Orders
50	earthenware	L Straus & Sons
49	"	Geo Borgfeldt & Co
24	"	E R Theiler
7	"	Frank & Co
25	"	G F Bassett & Co
549	"	Miscellaneous Orders
7	chinaware	Vogt & Dose
82	"	Miscellaneous Orders
15	toys	Strobel & Wilken Co
3	"	Miscellaneous Orders

BREMEN

18	packages glassware	A Steinhardt & Bro
13	"	Samstag & Hilder Bros
179	"	Miscellaneous Orders
12	chinaware	Strobel & Wilken Co
93	earthenware	Geo Borgfeldt & Co
5	"	L Straus & Sons
27	"	Knauth, Nachod & Kuhne
32	"	Miscellaneous Orders
83	toys	Geo Borgfeldt & Co
9	"	F W Woolworth & Co
4	"	Knauth, Nachod & Kuhne
35	"	Strobel & Wilken Co
138	"	Miscellaneous Orders

HAMBURG

58	packages glassware	L Straus & Sons
8	"	O Goetz
37	"	Eimer & Amend
29	"	Fensterer & Ruhe
20	"	Koscherak Bros
295	"	Miscellaneous Orders
53	chinaware	Strobel & Wilken Co
53	earthenware	Bawo & Dotter
20	"	Kmy-Scheerer Co
5	"	F W Woolworth
48	"	Geo Borgfeldt & Co
59	"	O Goetz
111	"	Eimer & Amend
2	"	Knauth, Nachod & Kuhne
115	"	Miscellaneous Orders
70	toys	B Ilfelder
2	"	G W Travers
17	"	Strobel & Wilken Co
15	"	Miscellaneous Orders

GENOA

68	packages earthenware	H Creange
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HAVRE

104	packages chinaware	Wm Guerin & Co
26	"	Herman C Kupper
17	"	C L Dwenger
28	"	Vogt & Dose
47	"	H R Churchill
9	"	L Straus & Sons
20	"	J H Venon
15	"	Bawo & Dotter
153	"	Miscellaneous Orders

GLASGOW

15	packages glassware	H A Rogers & Co
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COPENHAGEN

15	packages chinaware	Royal Copenhagen Porcelain Co
8	"	Miscellaneous Orders
99	toys	Geo Borgfeldt & Co

LONDON

39	packages toys	Strobel & Wilken Co
8	"	Samstag & Hilder Bros
16	"	Geo Borgfeldt & Co
9	"	Miscellaneous Orders

LIMOGES

71	packages chinaware	Theodore Haviland & Co
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LIVERPOOL

4	packages earthenware	L Straus & Sons
29	"	Meakin & Ridgway
4	"	H C Edmiston
4	"	Strobel & Wilken Co
6	"	Miscellaneous Orders

ROTTERDAM

78	packages earthenware	Geo Borgfeldt & Co
21	"	Miscellaneous Orders
21	glassware	Graham & Zenger
83	toys	B Ilfelder & Co
55	"	Miscellaneous Orders

SOUTHAMPTON

36	packages chinaware	A G Moment
48	"	Miscellaneous Orders

TRIESTE

48	packages glassware	L Straus & Sons
1	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

21	packages earthenware	Jones, McDuffee & Stratton Co
40	"	Mitchell, Woodbury Co
4	"	Rowland & Marsellus Co
6	"	Meakin & Ridgway
14	"	A W Chesterton
11	"	F W Woolworth
5	"	Richard Briggs Co
37	"	Miscellaneous Orders

HAMBURG

50	packages earthenware	Jones, McDuffee & Stratton Co
6	"	F Behrend & Co
1	"	Jordan Marsh Co
12	"	Patterson, Wyld & Co
12	"	Geo Borgfeldt & Co
2	"	B D Webber
1	"	Stone & Downer Co
16	"	L Wolf & Co
5	"	American Express Co
9	"	W N Proctor & Co
2	"	Chas Emerson & Son
1	"	Richard Briggs & Co
8	"	Miscellaneous Orders

ROTTERDAM

82	packages earthenware	First National Bank
4	"	R F Downing & Co
19	"	Geo Borgfeldt & Co
70	"	Miscellaneous Orders

COPENHAGEN

6	packages earthenware	C J Pierce & Co
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CHINA AND JAPAN

10	packages earthenware	Jones, McDuffee & Stratton Co
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Around the Glass and Lamp Factories.

Pittsburgh and Vicinity During the past month there has been a good demand for lighting glassware, and as a result factories have been quite active.

The lighting fixtures manufacturers have been ordering liberally from local glassware manufacturers, and the bulk of their orders call for immediate shipment.

"We were closed down for three or four days until we repaired our engine, which had been in continuous service for five years, and for no other reason," said General Manager James Wilson, of the Tarentum Glass Co. "We are fairly busy on tableware and are bringing out a number of specialties, including engraved candlesticks of different designs." Quigley Hamilton is now showing the lines of this factory in the Northwestern territory.

Arthur J. Bennett, president of the Cambridge Glass Co., when in the district a few days ago, said that business was good at both the Cambridge and Byesville plants. As already stated, the former has been devoted to the manufacture of blown ware.

It is reported that the Pickering store has sold over 5,000 covered butter jars at five-cents each at a special sale a few days ago. These were made specially for the firm by the L. E. Smith Glass Co., of Mt. Pleasant, Pa. On the lid of the jar was the "ad" of the firm. So great was the crowd in front of the store that police were necessary to keep the bargain-seekers in line.

Display jars for the confectionery trade are now being made by the Monongah Glass Co., Fairmont, W. Va., and within a few weeks another specialty line will be added.

Glass salesmen will regret to learn that Harry W. Lewis has severed his connection as china and glass buyer for the Joseph Horne stores. He retired from the department May 9. His successor has not been selected, and probably will not be for some time. Mr. Lewis will locate in Philadelphia, where he will assume the management of the sales department of the largest stove manufacturing company in

the East, which has been seeking his services for several years.

Never in the history of the McKee Glass Co., Jeannette, Pa., has it turned out the volume of goods it is producing at present. Five furnaces are being operated, and every turn worked to capacity. Tableware is in demand. The company last week booked an exceptionally large order for this line from a Western buyer. The cutting shop is working full time also.

The Jefferson Glass Co.'s new office building at Follansbee, W. Va., is expected to be completed within sixty days. Their sample room will then be the largest maintained by any lighting glassware manufacturer. The new "Moonstone" line is having exceptionally good sale.

A new lead blown stem line possessing a grape treatment is the latest creation of the United States Glass Co. The company is preparing a new catalogue which will be illustrated with half-tone cuts showing the new fancy cut and etched lines. It will be mailed the trade in June.

Cut glass is having a fair demand, and some of the tumbler factories which make a specialty of cut ware are reasonably active.

The Consolidated Lamp and Glass Co., have just got out five shapes in their new "Cora" commercial lighting shades, the glass in itself being entirely different from anything of the character now before the trade. The inside of the shade is exceptionally brilliant, although the body possesses a soft opal effect. Their new fourteen-inch semi-direct lighting ceiling bowl possesses an etched Grecian-like design that is exceptionally attractive.



As the result of a decision of the **Clarksburg, W. Va.** Interstate Commerce Commission the glass manufacturing industry of West Virginia will be materially stimulated. The commission granted the application of the Baltimore and Ohio asking that the same rate be established on glassware from Cameron, Fair-

mont, Grafton, Mannington, Salem and West Union on shipments consigned to Southern territory as prevails from Clarksburg to the South. It also decided that the same rate shall be established from Sebraton, Star City, Morgantown, West Virginia, and Point Marion and Nilan, Pa., to Southern territory as applies from Uniontown, Pa. Heretofore the smaller towns have had a decided handicap in that Uniontown and Clarksburg enjoyed better rates. The commission also ruled that rates from Clarksburg and Uniontown shall not be raised, but must be maintained on par with the rate from the smaller towns.

ANOTHER SELLING ORGANIZATION.

THE former president of the Pittsburgh Lamp, Brass and Glass Co., Daniel Taylor, has formed a company, known as the Daniel Taylor Co., to carry on a manufacturers' agency, with showrooms in Buffalo, Chicago, St. Louis, Cincinnati and Denver. Among other factories he has already arranged to represent the Goodwin & Kintz Co., Meriden, Conn., and the Cambridge (O). Glass Co.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMEN WANTED—Men who call on the house furnishing, crockery, glass, china, lamp, toy, trunk, bag and sporting goods trade in Greater New York and vicinity, to handle house-furnishing specialties and kindred lines. Good opportunity for live men. Address N. H. F. T. E., this office.

SITUATIONS WANTED.

FIRST-CLASS pottery salesman open for position July 1st. Twenty years with one pottery. Highest references. Acquainted with trade in Central and Northwest, South and Texas. Address Box 802, this office.

WANTED—By a man experienced in the manufacture and management of potteries, a position as manager or assistant manager. Will invest some money in a good proposition. Address Box 803, this office.

WANTED—Position as salesman in either retail or wholesale china or glassware business. Five years' experience. Best references given. Understand domestic and import lines. Address R. C. EISELE, 104 Highland Ave., Newark, N. J.

FOR SALE.

MOULDS FOR SALE.—All the moulds used by the Murray Flint Glass Works, Philadelphia, now out of operation; also large stock of electric and gas globes, etc. Will sell cheaply to quick buyer. Address GENERAL PROCESSING CO., 2080 East Allegheny Ave., Philadelphia.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

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CROCKERY & GLASS JOURNAL

NEW YORK MAY 23, 1912

THE LIMOGES LIST.

To be Abrogated July 1 Unless French Manufacturers Show Cause Why Not.

SOME years ago, owing to the continued difficulties in appraising French china, the United States customs authorities, acting with the Limoges Chamber of Commerce, agreed upon a list of patterns, designs and sizes as a basis upon which duties should be assessed. It did not take long to discover that some things were too low and some too high; but the general scheme worked fairly well in that it saved a lot of time and trouble. In March, 1911, the Treasury Department gave notice that this arrangement, which had become known as the Limoges List, would be terminated May 1. A storm of protests followed, and the list was allowed to continue. Meanwhile a commission was appointed to investigate. Last Friday the Treasury Department gave notice that the Limoges agreement will be abrogated July 1, to take effect August 1, unless French merchants show cause why it should not be ended. The effect of abrogation will be to increase the duty on this china and thereby favor the potters of this country, who have been asking for some time for the cancellation of the agreement.

The Department outlines its attitude in a statement in which, after rehearsing the history of the china difficulties of the last few years, it calls attention to the visit of "the china commission" to Limoges in 1911, and winds up as follows.

"The conclusion of commission that the application of the rate list is resulting in a loss of revenue to the United States is based upon the following facts:

"1. An analysis of costs of production in Limoges, based upon the books of several manufacturers in Limoges, and an analysis of the actual selling prices prevailing there, verified by actual invoices and books of account, show that the values accepted for the type samples of the 1908 list are substantially lower than the present actual market value in Limoges.

"2. An examination of books of account shows that certain Limoges china exported to the United States has been invoiced and entered at values below the cost of production. Such values have conformed closely to the rate list.

"3. The books of account of certain Limoges

exporters show that money in excess of the consular invoice prices and values has been received by them from American importers on account of merchandise shipped to the United States. These facts have been confirmed by evidence obtained in the United States.

"4. Certain American importers who actually purchase in the market at Limoges invoice their importations as required by law at the actual purchase price, which substantially exceeds the rate list price and is lower than the foreign market value.

"5. An analysis of the selling prices in New York of importations of Limoges china by importers who enter their merchandise at rate list values reveals an abnormal rate of profit.

"In view of the foregoing facts the commission makes three recommendations:

"1. That the rate list of 1908 be no longer taken as indicating the market value for white and decorated china exported from Limoges, in that such continued recognition would operate in the future, as it has in the past, to deprive the United States of a portion of its lawful revenues.

"2. That it is not practicable to enter into a similar agreement for the future, as it would not insure a full return of revenue to the United States, as such an agreement would operate to create an inequality between different importers; as it would be relied upon by some exporters and importers to absolve them from making true declarations upon their customs invoices and entries and would interfere with appraising officers in the performance of their duties imposed upon them by law.

"3. That instead of such an agreement, data be placed before appraising officers to enable them to evolve a comprehensive system for appraising such merchandise at its true wholesale value, as required by law."

PARIS STIRRED UP.

PARIS, May 19.—A dispatch from Washington saying the United States Treasury Department had denounced the accord with the Limoges Chamber of Commerce relating to the market values of porcelain has been received here with dissatisfaction. It is regarded as certain to bring forth strong protests from French exporters.

The exporters have a disagreeable memory of the visit of the commission sent last year by the United States Treasury in October. They hold the commission responsible for the breaking of the agreement by which since 1907 the United States accepted, in case of dispute, the porcelain ratings certified by the Limoges Chamber of Commerce.

This agreement was made in substitution for the

system of appraisal of values at American ports, a return to which the exporters think will entail endless controversies and lawsuits. The Limoges exporters protest against any implication that they have undervalued porcelain sent to the United States.

THE CONDITION OF BUSINESS.

An improvement in trade is noted **New York** since our last issue. It is not universal, but some houses report good business. A few go farther and say an excellent business. One dealer in high-grade goods reports the week as being one of the best of the whole season. The improvement came almost immediately following fair weather. More buyers were in town than for some weeks, mail orders improved, and some of the travelers did excellently. The gratifying feature about mail orders is that the buyers are always in a hurry for the goods. Requests are also coming in daily for the hastening of import orders originally placed for later dates.

Our reports from the domestic potteries show that a little better business has been done.

There is an improvement in the glass trade outside of blown goods, which still are in demand in excess of production. Almost every factory making the latter is behind in its orders.

Cut glass had a better call this week, and some good orders were placed.

Glass lamps are moving fairly well, but metal lamps are still very quiet.

Housefurnishing goods have sold well. There is an increased demand for dolls and toys, particularly for domestic makes of the latter.

Retail trade in the city received an impetus with the coming of the warm, clear weather, and visiting buyers from nearby places also reported good business. From interior points we learn that retail trade has improved materially.

From present indications, a fair summer business will be done, with the prospect of a good fall trade.

The country as a whole is doing an immense business. The banks last Saturday reported \$100,000,000 more loans and \$125,000,000 more deposits than last year. Exports are reaching record figures and imports are well up to normal; so we may take hope that in time crockery imports and domestic sales will get up to where they belong. For the nine months ending March the imports were \$80,000 behind 1911, but

\$40,000 better than 1910. The sales of domestic manufacturers are probably about even.

Pittsburgh and Vicinity.

The first two weeks in May produced more business for the glass manufacturers in this locality than April did. Blown ware and soda fountain goods continue in the lead. Lamps are moving nicely. Tableware is somewhat slow.

Wellsburg, W. Va.

Glass manufacturers here proclaim a very good volume of business on their books, and indications point to the operation of plants on full time until the end of the present fire.

East Liverpool and Vicinity.

Here and there in the Western pottery district one hears a favorable report on business conditions and in spots one can hear pessimistic talk. Generally speaking, however, business can be classed as fair for this time of the year, although the manufacturers could take care of more orders without difficulty.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g May 4 '12	Correspond- ing period 1911	Exports Jan. 1 to May 4, '12	Correspond ing period 1911
Boston	25	99	2251	2776
New York	92	36	2496	3109
Baltimore	34	373	2774	4491
Philadelphia.	45	7	1238	1640
New Orleans.....	3	....	273	346
Newport News..	....	....	45	26
San Francisco ..	....	....	449	30
Portland (Me.)..	....	....	593	545
Galveston	5	36	219	412
Portland (Or.)..	....	....	65	....
Inland Points ..	....	....	196	801
Total	204	551	10599	14176

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

to	Shipments week end'g May 4, '12	Correspond- ing period 1911	Exports Jan. 1 to May 4, '12	Correspond ing period 1911
New York	92	25	2565	2885
Boston	25	99	2251	2713
Philadelphia.	45	7	1217	1583
Baltimore	34	373	2774	4486
San Francisco ..	....	....	449	30
New Orleans.	3	....	276	295
Portland (Me.)..	....	....	678	389
Galveston	5	36	219	412
Newport News...	....	....	45	26
Portland (Or.)..	....	....	65	....
Inland Points	....	....	203	211
Total	204	540	10752	13030

The New York Crockery and Glass District.

A new inverted dome of leaded glass is being displayed at Cox & Lafferty's showrooms that ought to have a good run. The design is excellent, having a wreath of roses gracefully entwined around in a decorative manner upon a delicate opalescent background. It is suspended from the ceiling by five massive brass chains that add greatly to its richness. An ice cream dish shown by Cox & Lafferty from the Clark Cut Glass Co. factory is a good example of what can be done by a well-equipped artisan in mitre designs. The dish is rectangular with rounded corners and has five elaborate sunburst stars, divided by heavy mitre cutting, six panels of equally good conception on the hobnail order, and several panels with fan design fill out the decoration. The edges are doubled scalloped, and on the whole it is a most attractive piece of ware.

Frank Miller's showroom is very attractive since its enlargement owing to O. L. de la Croix having given up his portion of the space. Handsome solid oak tables hold the center displays, and glass shelves with black backgrounds show up effectively the light blown glassware.

The Murray street cat, made famous through these columns, died years ago, but there is a new aspirant for renown. A nice-looking tabby was the occasion of a crowd numbering several hundred people on lower Murray street this week. She was playing with a mouse, and business was suspended in consequence for quite a while.

Six dollars and seventy-five cents for a dozen six-inch handled nappies is what Thos. W. Hamilton is advertising. They are lead glass, well covered, finely finished, and are good in every way. He has a complete line of cut glass, including all the usual pieces. It will pay to investigate.

Charles C. Goss, of the Fidelity Glass Co., has on view at their New York showrooms, 172 Fulton street, some very special lines of five and ten cent

glass goods, comprising pearl-top salts, peppers and sugar shakers, bitters bottles, workmen's unbreakable glass flasks in nickel-plated cases, milk bottles, candy display jars, soda and syrup bottles, etc. The display is attractive and worth a visit from those in search of such goods.

The following is an extract from a letter received by George N. Blust, New York representative of the Pittsburgh Lamp, Brass and Glass Co., from the general manager, Nicholas Kopp: "By the end of the week you will have in your possession the finest line of portables ever placed on the market by us or any other firm. They are new, well put together, at prices that will make them sell, and they have that 'dashy dash.' So you had better get that old sample room brushed up a bit, and make it fit for these goods, or else they will look out of place." George immediately got busy, and when the goods arrived was glad he had done so, for they certainly bore out the description of their eulogistic creator.

O. L. de la Croix's new showroom, 25 West Broadway, is very tastefully arranged. Rich red coverings on the display tables show up the dinnerware in an excellent manner, and the carpets in the aisles give the place an air of decided comfort.

Frederick Skelton is showing a line of good quality deep plate etched table glassware in new designs from the Beaver Valley Glass Co. The glass itself is of the finest quality full crystal and excellent in color. All the stems are drawn, and the shapes are good. One pattern which has for its motif the chrysanthemum deserves special mention. There are many conventional and floral creations, and the variety is so great that it would be a hard job for a buyer not to find something to suit him. The line is distinctly high class.

The celebrated "Chateau china," which has been handled by Maddock & Miller, will hereafter be marketed under the name of L'Union Ceramique,

after the pottery where it is made. The trade-mark will be retained. Justin Tharaud will represent the line and has taken room 51, No. 25 West Broadway, to show the samples.

John E. Rohrbeck reports exceptionally good business for this time and is keeping his new plant running to full capacity. Everything is operating smoothly, and orders can be executed quickly.

L. Bernardaud & Co., 50 Murray street, are showing a great array of open stock dinner patterns in French china. Body and glaze are, of course, all that can be desired. The border patterns are of great merit, while the gold incrustations are beautiful. The stock is complete, and immediate delivery can be made. There are upwards of fifteen designs to choose from, each one being put on the market at a price that leaves the buyer a good margin of profit.

The new French gray silver finish being applied to mirror plateaux by the Crown Novelty Co. is the most novel thing in its line now on the market. Buyers are very favorably impressed and orders are being given freely.

JUSTIFIES ITS EXISTENCE.

THE National Association of Cut Glass Manufacturers, organized about a year ago, will meet in New York June 6 to elect permanent officers and hear reports of committees. A banquet will follow in the evening. Young as this association is, it has already been of great benefit to its members.

ISIDOR STRAUS'S WILL.

THE will of Isidor Straus, who went down in the Titanic with his wife, Ida, was filed for probate last week. The document is dated December 22, 1909, and after specifying a trust fund of \$500,000 for each of the testator's three daughters, bequeaths the residue of the estate, including all interest in R. H. Macy & Co., Abraham & Straus in Brooklyn and L. Straus & Sons, to the three sons equally. There are no public bequests for charitable or other purposes. This omission however, is made good in a letter which Mr. Straus left for his sons, to be opened at his death.

The tenth paragraph of the will states: "I make no bequests to charities or others than my immediate family, as I have left directions to my sons in a letter which I know they will carry out."

The three sons of Mr. Straus are Jesse I., Percy S. and Herbert N. Straus, and they with Nathan Straus, a brother, are appointed executors and will

continue the business. The three daughters are Sarah Hess, wife of Dr. Alfred Hess; Minnie Weil, wife of Dr. Richard Weil; and Vivian Scheftel, wife of Herbert A. Scheftel.

BACHELORS BEAT THE BENEDICKS.

THE most important baseball game of the season to the young blood in the crockery, glass and lamp trades was played on Saturday last in the neighborhood of Celtic Park at Blissville, L. I., and resulted in a victory for the unmarried men, who in the last inning managed to secure the run which made the score 19 to 18. It was "some game," and was thoroughly enjoyed by those who took part in it. The following was the line-up of the respective teams:

BACHELORS—Friedman, Piercy, Dawson, Saunders, Dougherty, Ward, Ehrlich, Church, Gordon, McCauley, Devine, Gordon, Goetz, Peterson, Fisher, and others who acted as a relief corps.

BENEDICKS—Bean, Grenelle, Reichenbacher, Hamblin, Snyder, Kennedy, Beck, Doctor, Jones, Hennings, and others who took up the game when those who started originally were tired.

Stiff backs, lame legs and bruises are yet being nursed as a result of this all-important event.

M. K. Lindner as umpire was a decided success, the married men think. The bachelors are not so sure.

"Base" Impressions, by a Novice.

NEW YORK, May 20, 1912.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir:—Impressions are fragile—so are glass and crockery—but when the impressionist school of glass and crockery ball players congregate to do deeds of direful depravity you can leave the fragility out, or at least stand by the words minus the two first letters.

Baseball is a good game (if you understand it). If (like the writer) you don't know anything about it the interest becomes greater because the unexpected is always happening.

The chief essentials of the game seem to be a kind of desert, a convenient cemetery, a barrel of encouragement, sundry samples of blown glassware with easily-removable corks, and a number of more or less blown individuals full of enthusiasm and a desire for knowledge, Scriptural and otherwise. A saucepan lid, various left-handed gloves, called either mitts or muts—don't know which—a thing like what you beat carpets with, and a ball complete the outfit.

The game, as already mentioned, is a fine one in principle, but when one's attention is distracted by side-shows both ornamental and useful it takes the spectacle of an unusually energetic member of the District skidding upside down on the desert sands to recall one's interest to the object for which one had tramped many weary miles. This tobogganning business is good for tailors, but bad for the epidermis; but all the same it seemed a mighty popular form of amusement to the lookers-on, who proverbially see most of the game.

Baseball is a good game—I shall try it at the "movies" next time. Life and Saturday afternoons aren't long enough for exploring and ball games combined. Both sides had won at the time I left—good luck to them!

A NOVICE.

MERCHANDISING DEPARTMENT.

[This department is carried on in the interest of buyers, particularly out-of-town men who cannot visit the market every day and who may not be able to get around to all the manufacturers' showrooms, yet are looking for special goods that are bargains. Nothing will appear here that has not some special or attractive feature, the main one being price. In writing to the 'Merchandise Editor' for particulars please quote the number of the item that you are interested in.]

WE cannot too strongly urge upon those who wish to take advantage of the offers in this department the necessity of quick action. The delay of a day may mean that the bargain has already been snapped up. Buyers at a distance should emulate the example of a merchant at Alberta, Canada, who this week wired in for one of the numbers. Had he written he might not have secured it, for during the time his letter would have been en route nearer applicants could have stepped in.

ON SALE.

A 50—A western potter who is particular in his selection when executing orders makes the following offer of more or less imperfect matt green jardinieres, good shapes, many embossed and footed:

6 doz. 5 in. at \$.85 doz.	regular price \$2.00 doz.
6 " 6 in. at 1 20 "	" 2.50 "
6 " 7 in. at 1.80 "	" 4 00 "
6 " 8 in. at 2 50 "	" 5.50 "
20 " 9 in. at 3 75 "	" 6.50 "
20 " 10 in. at 6.00 "	" 8 00 "
20 " 12 in. at 9.00 "	" 24.00 "
12 umbrella stands, matt green, at \$9 doz. ; regular price \$24 doz.	

F.o.b. factory; no charge for package. Quantity to suit buyer. These are just the things that the public is buying now. Secure some of them while you can at these low prices.

A 51—A large importer makes the following offer of a very rapid-selling ten cent article: 200 dozen, footed, globe shape English earthenware bowls, capacity a little over a quart, 24s, decorated with blue band and black lines, and green band and blue lines, in gross lots at \$9 per gross. Usual charge for package and shipping.

A 62—An exceptional bargain, offered by one of the largest importing houses in the country, is an assorted package containing six doz. specialties or novelties, such as covered jugs, children's mugs, plates, covered bon-bon boxes, puff boxes on feet, candlesticks with reflectors. All these items have nursery rhymes and figures. Vases, bon-bons, mayonaise dishes, sugars and creams, mustard pots, cups and saucers, extra tea size, all imitation roses made of china, from the celebrated Tettau factory. There is not an article worth less than \$4 a doz.; many are worth \$6. Six of each item in a package. Offered for \$2 a doz. in 6 doz. packages or \$12 a lot; f.o.b. New York.

A 63—The firm making the foregoing offer also presents another snap, viz., cups and saucers for children, milk mugs, oatmeal bowls, plates, pin trays, covered bon bons, all of excellent ware with nursery-rhyme figures and legends and high class decorations. Imitation rose peppers and salts, bon-bons, pin trays, etc. No article worth less than \$2 a doz.; many worth \$2.50. One doz. of each article in a package at \$10.50 per package; f.o.b. New York.

Both the above lines are particularly adapted to seaside or summer resort trade.

A 64—Import samples of the well-known "Schlegelmilch" ware, consisting of fancy salads, cake plates, sugars and creams, etc. 650 pieces at considerably less than the regular import price. The purchaser would have the double advantage of having the advance samples before the line appeared generally, as well as getting them cheap. Quantities in assortments to suit will be made up.

A 65—One of the most reliable glass manufacturers in the country offers the following first-class regular lead blown tumblers to close out:

5 barrels, 17 oz. capacity, straight, at 50c a doz.	
7 " 18 " " 50c "	
23 " 19 " " 60c "	
24 " 20 " " 70c "	
6 " 7½ " concave, 25c "	
8 " 8 " " 25c "	

Barrels 50 cents. F.o.b. New York.

A 68—A Japanese firm has 180 water or lemonade sets, with pretty rose decorations heavily gold stippled at top, also violet design and gold, consisting of a half-gallon jug of fine thin Japanese china and six handled cups. The usual price for these is \$1.37½, but in order to clear them out they will sell this lot at \$1.12½ in sets of 36. No charge for package or freight.

A 69—The owner of a china clay mine in Brazil (such is the wide circulation and far-reaching influence of the CROCKERY JOURNAL) desires to open negotiations with potters in this country with a view to using his output.

A 70—A retailer is overloaded with Economy fruit jars, and, wishing to reduce his stock, offers 15 gross pint size, 25 gross quart size, and 5 gross two-quart size, at a reduction of 20 per cent. off the 50-gross price.

A 71—The greatest bargain in the trade is a subscription to the CROCKERY AND GLASS JOURNAL for one year, \$2. Send in your application immediately.

A 72—A special job lot of beveled mirror plateaux with ball feet and an ornamental silver-plated frame—250 10 in. at \$5 a doz.; 250 12 in. at \$7 a doz. Quantities to suit purchaser. Send in your orders quickly, for they won't last long.

A 73—Regular lead blown tumblers to close out:

32 barrels, 12 oz. taper, 35c. doz.	
18 " 17 " " 50c. "	
5 " 7 " straight, 25c. "	
5 " 10 " " 30c. "	
13 " 11 " " 30c. "	
15 " 12 " " 30c. "	
13 " 8 " fruitina, 25c. "	
4 " 12 " " 35c. "	

F.o.b. New York. Barrels 50 cents each. The firm making this offer is favorably known from one end of the United States to the other.

A 74—Berry sets, fine Japanese china, hand-painted, liberally traced with gold, 24 sets in a case (4 each of 6 styles assorted). Special price in case lots, 68 cents set. Only 10 cases left.

A 75—320 doz. cut glass tumblers bearing delicate and artistic floral designs. Light lead blown, 9 oz. Would be cheap at 75 cents doz. May be had in quantities to suit buyers at 65 cents doz. This is the best value in light cut tumblers we have ever seen offered, considering the quality. No time should be lost in making application.

A 76—A Western potter is offering 100-piece dinner sets, Western composition—no soup tureen—every piece gold-lined, with four spray decoration, either plain or scalloped shaped, at \$4.75 per set. Usual charge for packing and freight.

A 77—At a bargain—100 pieces highly finished and polished lead cut glass, consisting of

24 8 inch bowls	12 6 in handled nappies
6 celeries	5 orange bowls
15 baskets	5 two-handled comports
10 spoon trays	6 oils
4 3 pint jugs	5 10 in vases
8 sugars and creams	

Regular price \$175. To be closed out at \$142 60, t.o.b. factory. Regular package charge.

A 78—20 doz. light blown saucer champagnes, cut with graceful grape and vine designs, worth \$2 a doz; will take \$1.80 to clean out. This is a clear saving on a staple article.

A 79—15 three-pint water jugs, light blown, with an exceptionally handsome floral cutting, marguerite motif, well worth \$1.75 each, will clear the lot for \$1 each. These with seven and a half dozen tumblers listed at 70 cents, same design, and fifteen plateaux listed in this column at \$5 a dozen, would make a wonderfully attractive "wedding gift" offer. Thus the set of six tumblers, a water jug and plateau would cost \$1.77 and would be very cheap to retail at \$3.

A 80—100 doz. cut glass light lead blown tumblers with a beautiful floral design, marguerite motif, well worth 80 cents a doz; will sell at 70 cents to clear out, in quantities to suit purchasers. Don't hesitate to order these; they are a bargain.

A 81—A subscriber writes: "We are loaded in our wholesale department with Way-Kuk cooking bags and will offer same in one hundred lots at 10 cents a package—\$10 a hundred packages. All in good, clean shape.



MERCHANDISE WANTED.

47—Here is an excellent opportunity for some enterprising pottery. A subscriber writes: "I am wanting a price on gold band goods, to be shipped in assortments; can use from five to ten thousand during the months of August and September if I can get the proper price."

48—A large five and ten-cent store firm in New York State writes as follows: "Who among domestic pottery people make flow blue, gold stamp ware, low priced?" They are in the market for this class of goods. There is an opportunity for someone.

49—Several firms have requested that we secure for them a line of cut glass seconds for a sales proposition.

50—Wanted, a quantity of cheap glass jars, on the order of Mason jars, with glass tops, for holding a soapy compound; quart capacity. Must be cheap. If these are satisfactory and meet the requirements orders for carloads will be forthcoming.

51—A subscriber writes: "I am in the market for a line of handled beer mugs popularly called Bohemian mugs. The pattern is fluted like the old Huber shape and of squat proportions. These are wanted in 5, 8, 10, 12 and 14 oz.

52—A subscriber writes: "Please inform me where I can secure at wholesale prices that novelty glassware that is gilt on the outside and has roses and other designs between the glass and the gilt and showing through the glass, giving it the appearance of a gold dish with hand-painted roses upon it."

53—A Canadian desires quotations on one- to five-gross lots of 3 to 3½ oz. individual glass serving marmalade jars. These jars should not have screw top. The inquirer will need five gross monthly.

AT CHICAGO.

THE new offices of the Mills-Gardner Co., 1812-1813 Heyworth Building, are now ready for occupancy. The stock carried is complete in every detail. Next week catalogues of cut glass and fancy lamps will be ready for distribution. The Mills Gardner Co. will offer a line known as "Crescent Cut Crystal," which will be advertised extensively to the consumer in the best publications. The line will be placed with but one dealer in a town. Supplementing a national advertising campaign, demonstrations and displays will be given in some city every Saturday. Mr. Gardner conducted a demonstration of the line at the store of L. H. Fields, Jackson and Michigan boulevards, this city, last Saturday, and will be at Ft. Wayne, Ind., May 25. Cox & Lafferty have the New York agency.

Tom Singleton, superintendent of the E. J. Koch cut glass factory at Elgin, Ill., was in Chicago last week on his way to Bowling Green, O., for a short visit.

Crockery salesmen say that the State street department stores have made only limited purchases the past few weeks. The reason given is that the newspaper strike here has prevented advertising, and as a result there has been a drop in the retail trade.

Mrs. Phillip Goldman, retail dealer in china and glassware, Halstead street, has returned from an Eastern buying trip. Mrs. Goldman is said to be one of the shrewdest buyers in the local market.

E. W. Newton, Chicago manager for the

Economy Tumbler Co., is on a business trip through the northwest.

Harry Todd, formerly buyer of crockery and glassware for L. S. Donaldson, Minneapolis, was in Chicago last week. Mr. Todd may locate in San Francisco.

Mr. Rollin, manager of the cut glass department for Pitkin & Brooks, is in New York on a buying trip.

The local offices of the Crooksville China Co., with E. L. Boring in charge, are now located on the third floor of the Marine Building, La Salle and Lake streets.

F. B. Tinker, the cut glass man, was in attendance at the annual convention of Illinois jewelers at Rock Island this week.

E. O. Welty is now in the West for Gillinder & Sons.

Friday, May 24, is the date set for the next regular meeting of the Chicago Association of China, Glass and Allied Trades, in the Gray Room of the Hotel Sherman.

The manager of Takito, Ogawa & Co., importers of Japanese novelties, reports a gratifying increase in business the past few weeks.

E. F. Anderson, of George F. Bassett & Co., was in Chicago last week making a social trip among the trade, stopping at Minneapolis, St. Paul, and St. Louis.

The Plume & Atwood Mfg. Co. have been forced to double their floor space on the fifth floor of the Heyworth Building, in charge of H. F. Carrigan.

Harry B. Whitney is calling on the Western trade for the Phoenix Glass Co.

F. C. Struve, formerly with the Ira Jones Co., is now connected with F. B. Tinker.

TO BOOM NEW YORK.

AN association led by the hotel men has been formed to boom New York as a summer resort, and prominent merchants and bankers have been enlisted to aid the scheme. All sorts of inducements will be held out to bring merchants to the city with their families. July 1 has been selected as the time for beginning, and many attractions will be offered which will last until late in September. There will be dinners, fireworks, automobile pageants, floral fetes, a children's carnival, electric displays, a grand carnival, and an "All Nations Week," during

which entertainments are projected in which each nationality will feature its own characteristics. The city will be illuminated, and everything done to make it pleasant for visitors.

TRADE TIPS.

THE Murphy-Edenton Co. has been formed with \$10,000 capital stock at Alamo, Tenn., and wants price lists and catalogues of pottery, glassware and lamps.

Huron, O.—The Sperry-Hull-Naegele Co. has been incorporated with \$15,000 capital. Pottery, glassware and lamps will be carried.

Verona, N. D.—The Verona Hardware and Implement Co. has started business here and is handling pottery, glassware and lamps.

Platte Centre, Neb.—Eiler Bros have sold their business to J. P. Keating. A full line of domestic pottery will be carried.

Meadow Lake, Wash.—Crockery, glassware and lamps will be carried extensively by J. Kentz, who has bought out a well-known established business here. Catalogues of these lines are wanted.

Quenemo, Kan.—W. P. Woodman has removed his china, crockery and glass business here from Neosho Rapids, Kan.

Canyon City, Tex.—The B. T. Johnson Co. has bought out the Canyon City Mercantile Co. and will increase the stock of domestic pottery and glassware.

Sparta, Mich.—Charles C. Fritz has bought out the business of C. G. Loase and is now carrying a stock of crockery and glassware.

East Liverpool, O.—The novelty store of Newman & Son has been recently advertised for sale here. China and lamps were carried and a large stock of housefurnishings.

Ravenna, Neb.—O. L. Miller is requesting catalogues for domestic pottery and glassware.

Fredonia, Kan.—The business of H. F. Finney has been sold to Cantrill & Wolever, who will carry extensive stocks of glassware and domestic pottery.

Burlington, Iowa —The Nicholas-Shelby Co. has changed its name to read "The Nicholas Co." Housefurnishings, lamps, glassware and pottery are being carried. Send catalogues of these lines.

Darlington, Ind.—Crockery and glassware are being handled by Cox & Booher, who have bought out Henry L. Hopping.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp,
Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday

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Make all checks and drafts payable to Whittemore & Jacques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 23 1912

GOVERNMENT statistics just issued show that there remained in bond on April 30 this year decorated china valued at \$5,452, not decorated \$5,737, as against decorated \$29,096 and not decorated \$5,477 in 1911. If memory serves us right, the figures for 1912 show the smallest stock in bond in the last twenty-five years.

LOST SALES.

THE fact that merchants are losing sales because they do not carry enough stock is well illustrated in the following instance:

A lady was looking for a dozen plates. After a lot of shopping she at last found a pattern which suited, and the price was also right. But there were only nine in stock. The clerk suggested that she take six and get six more of another pattern, advancing the argument that variety in plates was fashionable. Acquiescing, she found another design she liked, and told him to send them. It happened that he had only five of these. The customer was getting disgusted, but on the promise of the clerk to get the first three, agreed to take the nine. He could not match them in New York, and when he later informed her that they would have to be imported she was naturally indignant, and told him plainly she would never visit his department again.

The most successful firms in the business, and who have trade in the duller times, are those who can fill an order promptly. "We can get them for you" works sometimes; oftener it does not, because

seven times out of ten the clerk does not know whether or not he can keep his promise. And just about as often he finds that he cannot, with the result that the time spent on the first sale is wasted, and the transaction has to be gone all over again.

If, as is estimated, it costs from fifteen to twenty per cent. to sell an ordinary bill of goods at retail, it costs double to make this kind of a sale—with the added chance of a lost customer.

Carry a reasonably good stock, even though you may have to limit the variety.

PERSONAL.

INTEREST is still strong in all that pertains to the Titanic disaster. T. I. Flynn, buyer for Gimbel Bros., says he was in bed when the crash came, and, partially dressing, went on deck.

He was ordered into a boat, willy-nilly, with thirty-seven others, half of whom were women. They all went unwillingly, feeling that they would be safer on the ship. The cold was intense, and the cries of the drowning, which lasted for two hours after he saw the vessel go down, ring in his ears yet.



Isidor Rothstein, with Kauffman & Co., Pittsburgh, who spent most of last week in New York, is taking on just enough weight to be becoming.



John Ling, buyer of china for Gimbel Bros.' New York store, arrived home on Saturday last. Geo. M. Thurnauer was on the same steamer.



The office cat mixed up "copy" last week and sent Bert Baker out West when he should have been credited to John Wanamaker, while Harry Moscovitz for a brief period was apparently on Broadway. He is now safely in Sioux City, Ia.



James C. Ackley, of the Ackley China Co., Poughkeepsie, N. Y., paid one of his frequent visits to the city this week to place re-orders, and seemed very happy at the prospects for the summer season.



H. F. Mackenzie has been in New England since Monday and will remain in that territory till he has cleaned it up, which may take a month. He carries a complete line of cut glass from the Stewart & Crocker factory.



Frank H. Vaughn, Eastern sales manager for the Brush-McCoy Pottery Co., is in town this week closing one or two important deals. He says the factory is running full time in all departments. Mr. Vaughn arrived on Tuesday evening from Provi-

dence, R. I., and will be in the city the balance of the week.



S Sipser went to Philadelphia on Tuesday with a line of samples from the Crown Novelty Co., and will go from there to Atlantic City. He says that the "whale" caught at Arverne, L. I., on Sunday last was as good as a sea serpent for advertising purposes.



C. L. Dwenger sails for Europe Saturday, leaving on the Berlin.



Arthur J. Bennett, of the Cambridge (O.) Glass Co., made a trip to New York last week, arriving Friday and leaving yesterday.



Leonard Stock is back at his desk after ten weeks on the road for H. C. Kupper. He is well satisfied with the results of his efforts.



E. F. Anderson, of Geo. F. Bassett & Co., who has been making a flying trip to some of the large cities in the West, is due home Saturday night.



Raymond W. Fiske is in Massachusetts this week, taking orders for illuminating glassware for the Consolidated Lamp and Glass Co.



Mrs. A. H. Gildersleeve, Huntington, L. I., was buying fancy goods in the District for her store recently. Business in that section of Long Island is brisk just now, and everyone is looking forward to a good season.



James A. King was buying glass and china for the Ferguson Co., New Rochelle, N. Y., this week. The summer season there is opening up very brightly.



Charles Baum, plateau manufacturer, starts on a trip through the Middle West next week, visiting Buffalo, Cleveland, Detroit, Chicago, St Louis, Cincinnati, etc. Mr. Baum will probably be away two months, during which he anticipates booking many orders.



Oscar Zeiler, representative for B. F. Drakenfeld & Co., on his return from a trip to the pottery district of Trenton, N. J., said that trade is good in that part of the field, and although the potters are not making much noise they are sawing a lot of wood.



H. J. Morse (formerly Moscovitz) took up his new duties as buyer for Davidson Bros. & Co., Sioux City, Ia., on Tuesday this week. He left New York on the previous Saturday afternoon, stopped off at

Chicago on Monday for awhile, and arrived at his destination in time to assume the management of his new post on the 21st. He was accompanied by A. J. Boisvert, buyer of housefurnishings and toys, who had been visiting New York in the interest of his department.



Mr. Solomon, of the American Tray Co., has just completed a most successful trip through New England, as a well-filled order book attests



J. H. Snellbach, of the Jefferson Glass Co., spent a short time in New York last week on his way to Atlantic City, where he is now taking a vacation.



President Albert Tugague, of the Loubat Glassware and Cork Co., New Orleans, was in New York this week. He left for Syracuse on Tuesday, and from there will go to Pittsburgh.



A. H. Ledden paid a visit to the Buffalo Pottery last week. He says the factory is running full time and making preparations for a vigorous fall campaign. New goods are being put through, and they are very busy on new patterns for next year.



Mr. Eddy, resident buyer for Marshall Field & Co., Chicago, was in the District during the week distributing orders.



Harry S. Clarke, with Robt. Slimmon & Co., is working his way home, and will be in Baltimore on the 24th, and at the Bingham House, Philadelphia, from the 25th to the 27th.



M. K. Lindner, New York representative of the Dohrmann Commercial Co., is visiting the New England lamp factories this week. He expects to get back to New York by Saturday.



Kennard L. Wedgwood leaves on Sunday night for Canada. He will sail from Quebec on the "Empress of Britain" May 31.



J. A. Knox, president of the United States Glass Co., accompanied by head designer Reuben Haley, spent a few days in New York this week.



Charles H. Taylor is at Zanesville, O., this week looking after his interests in a large natural gas proposition in that neighborhood.



"Bob" Whyte does not quail when you call him that, for he spells it with a "y." He was a happy

man on Wednesday as he waited on toy buyers at Bawo & Dotter's. The reason was a boy weighing eight and a half pounds that the stork left at his home on the morning of that day.



E. L. Bates will spend the summer at Ocean Grove, N. J., commuting back and forth.



T. C. Young, with A. B. Stockholm, Poughkeepsie, was in town on Wednesday. No one would think he has been visiting the District for thirty-three years, for he carries himself like a man of thirty-five.



Other buyers in town were: F. D. Van Arsdale, with Halle Bros. Co., Cleveland, and A. A. Breton, with Shartenburg & Robinson, New Haven, Conn.

AT BOSTON.

ONE of the more prominent of the Boston coterie summarizes the condition of business thus: "Cannot be other than fair until after Presidential election." Mail orders in many cases help greatly to swell the volume of orders, and the majority maintain optimistic views.

William Henderson, buyer of toys for Robertson, Sutherland & Co., Lawrence, is visiting New York this week. J. A. Donovan, buyer of housefurnishings, is also in the metropolis.

The New England agents for the Maple City Cut Glass Co.'s lines are Learned & Schnetzer, 712 Jewelers' Building, 387 Washington street.

Samuel S. Hartwell of Gloucester visited the trade last week, renewing depleted stocks.

The trade will be pleased to learn that the popular buyer for Mitchell, Woodbury Co., Herbert M. Ford, has recovered from his recent illness.

Two of the largest department stores in Boston, carrying full lines of china, kitchen-ware, crockery, etc., viz., Henry Siegel Co. and R. H. White Co., report net assets of \$1,756,156 and \$2,567,421 respectively.

Two buyers, J. H. Hartford, toys, etc., The Gilchrist Co., and Edward Fernald, toys and housefurnishings, W. S. Butler Co., are in New York this week.

A. Stowell & Co., Winter street, report net assets of \$496,100.

Frank M. Smith, at one time a glassware sales-

man, was struck and instantly killed by an automobile last Wednesday.

An involuntary petition in bankruptcy against the Albany Furniture Co., Springfield, was filed May 13.

S. E. Bowen, 227 Cedar street, is now conducting the West Side Variety Store, which carries a line of glassware, novelties, etc.

John E. Sawyer, representing the McKee Glass Co. and the Indiana Glass Co., is enjoying a firm demand for these lines.

W. N. Pingree, Boston manager for the Tajimi Co., is well pleased with the sales of the new Japanese silver novelties. The general line is also meeting with favorable response from buyers.

Andrew C. Hyslop, buyer of toys and housefurnishings for Porteous, Mitchell & Baun, Portland, Me., is visiting Manhattan Island this week, as is also the china and glassware buyer, C. W. Conant.

John S. Kennedy, formerly with Roseville Pottery Co., left for New York last week, thence going to Zanesville.

The Hews Pottery, Cambridge, manufacturers of flower-pots, state net assets as \$241,416.

Charles H. Woodbury, president of Mitchell, Woodbury Co., sailed Saturday on the Cunard liner Cameronia for Liverpool.

Mail orders are rapidly pouring in for Prof. Hodge's fly trap, which is handled solely by Chase & Francis in New England. An educational campaign against flies is being conducted by the Boston "Herald."

Mr. Purington, representing Harry B. Hollis, has returned from a short trip through lower New England.

Among the buyers in town this week were; Frank H. Dunmore, for the Shepard Co., Providence; Mr. Rudderham, with the Beverly branch of Almy, Bigelow & Washburn Co., Salem; Arthur H. Stanley, Manchester; Samuel S. Hartwell, Gloucester.

OBITUARY.

ON Thursday last, Louis Eugene Zacheron, for twenty-five years master mechanic of the Lalance & Grosjean Co., Woodhaven, L. L. died at the age of fifty-seven at his home in Woodhaven. He leaves a widow, a son and two daughters.

Among the Potteries

East and West

East Liverpool. Some of the propositions which are being put up to the domestic pottery manufacturers these days and vicinity in order to get goods at the

buyer's price are said to be something fierce. Time was when the buyer paid the "price on the tag," but in late years there has been an effort on the part of many buyers to beat down the quotations. The large scheme buyers are said to be the worst offenders in this respect. They all tell the same story: "We can get this same decoration for such and such price." Ofttimes inquiry develops the fact that no such quotation was ever made. The pottery manufacturers are passing up this class of buyers to the "other fellow."

* *

William T. Rawlings, designer of the patterns to be shown by the Smith-Phillips China Co. on their "Princess" dinner ware in July, leaves for Europe within a fortnight to make a closer study of pottery decoration. This is the first time a local pottery decorator has gone abroad to gain a wider experience in the creation of dinner ware designs.

* *

A. N. Halton, head of the concern of that name at Memphis, Tenn., spent several days here last week placing orders for immediate delivery.

* *

Orders with the Cartwright Bros. were never better at this season of the year than now. This plant is working full in every department, and the complete quota of kilns is being made every fortnight. The underglaze blue dinner treatment of this firm is having an excellent sale.

* *

George M. Buxton, the well-known pottery salesman, has become associated with the sales department of the Potters' Co-operative Co. Mr. Buxton has been "out of the game" for several years, having been in business for himself at Chester, W. Va.

* *

The few pottery manufacturers who make a specialty of calendar plaques report a very fair demand for these lines now, although delivery is not to be made until late in the fall. The bulk of the plaque treatments will be open stocks, as the pottery manufacturers are not buying exclusive editions any

more. One of the best specialties in this line is the "Boy Scout" plaques of the Potters' Co-operative Co.

* *

C. J. Davis, of Steubenville, has removed from that city and located in East Palestine, where he has assumed the management of the Ohio China Co.'s plant. A number of new specialties will be produced for the fall trade.

* *

K. Okura, representing a large pottery concern in Tokyo, Japan, spent several days in this district last week, placing orders for pottery machinery.

* *

H. N. Harrington has been made general manager of the decorating department of the W. S. George Pottery Co. at East Palestine.

* *

A plan has been started at Kittanning, Pa., to raise a fund of \$50,000 to be used in placing the pottery at Wickboro, near Kittanning, in operation. This plant was formerly under the management of Charles Howell Cook, of Trenton. The property can be bought for \$50,000 and upon reasonable time.

* *

The Decorators' Supply Co. has been formed here with \$10,000 capital stock, the business formerly managed by J. Gates McCoy being taken over. Thomas Hibbins is at the head of the company. Besides handling decals, colors will be carried.

* *

The corporate existence of three electric porcelain concerns will be dissolved at stockholders' meetings to be held here May 24. These are the Anderson Porcelain Co., the Ohio Porcelain Co. and the G. F. Brunt Porcelain Co. These plants were all taken over last summer by the new electric porcelain combination conceived in Boston.

* *

The annual convention of the National Brotherhood of Operative Potters this year will be held at Atlantic City, beginning June 28. The referendum vote for officers results as follows: president, Edward Menge; secretary-treasurer, John T. Wood; both of East Liverpool; first vice-president, Frank H. Hutchins, Trenton, N. J.

The possibility exists of a plan being
 Sistersville, fathered here by the Chamber of
 W. Va. Commerce to have a pottery built.

This is a result of the success of the
 pottery at Paden City, just north of here, managed
 by John B. Lesselle, formerly a pottery decorator
 at East Liverpool. The capacity of the plant at
 Paden City is to be doubled, and additions also made
 to the kilns.



The New Jersey China and Pot-
 Trenton, N. J. tery Co. are running a line of
 sanitary goods in connection with
 general ware. All the small articles are being turned
 out at their own pottery in Trenton, while the heavier
 pieces are made at the Cochrane & Drugan pottery,
 East Trenton, an affiliated concern. They are ener-
 getically pushing the general line and making a special
 effort in Belleek ware. The plants are up to date
 and competition does not seem to trouble them, judg-
 ing from the condition of things at both factories.

AN OPEN LETTER TO THE TRADE.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir: So many inquiries have been made as
 regards the purposes of the National House Furnish-
 ing Trade Exhibits, and our reasons for organizing
 the National House Furnishing, Crockery and Glass
 Association, that we feel compelled to make a state-
 ment at this time, so that a clear understanding may
 be reached.

No manufacturer, importer or buyer can under-
 stand our purpose without stopping to review con-
 ditions that have prevailed in the New York market
 for the past few years as regards former trade
 "shows."

These "shows" have not been conducted in
 conformity with the dignity and importance of this
 great trade. Exhibitors have been subject to extra
 charges for booths and decorations, taxes for night-
 watchmen and for janitor service. An attempt was
 made in a recent show to force certain exhibitors of
 floor-cleaning products to "fix" a fireman in order to
 prevent their exhibits thrown out of the Garden forth-
 with. Souvenir-hunting crowds have thronged the
 exhibition hall, to the detriment of both the exhibi-
 tors and visiting merchants, and no attempt worthy
 of the name has been made to provide out-of-town
 visitors with suitable entertainment while in the New
 York market, or a comprehensive trade exhibition
 that would make attendance from all parts of the
 United States and Canada worth the time and expense
 involved.

This brief review of former trade conditions rep-
 resents the situation in a nutshell at the time Mr.
 Fox and myself organized the National House Fur-
 nishing Trade Exhibits, Inc. We believe that once
 the trade get a clear understanding of our organiza-
 tion and its purpose, they cannot fail to work in
 harmony with us, as many of them are already doing,
 for the reason that we have created an association de-
 signed to do away with the evil conditions surround-
 ing previous trade shows and convert this tremendous
 selling agency into a legitimate national trade mer-
 chandising organization that will merit the cooperation
 of all leading manufacturers and merchants in the
 trade and build up the New York market.

We have solved the problem of rectifying these
 evil conditions by providing both the manufacturers
 and merchants with an organization that will enable
 them to work in copartnership with us.

The National House Furnishing, Crockery and
 Glass Association, admitting both manufacturers and
 merchants to membership, is designed to furnish the
 necessary national trade association. We expect
 leading and representative merchants in all branches
 of the trade to join the association and appoint three
 committees from their own number in the further-
 ance of this object.

First, a Trade Exhibition Committee, whose duty
 it is to protect the best interests of exhibitors and
 work in harmony with us. So far as price of space is
 concerned, this is fixed in accordance with the best
 interests of the exhibitors.

An Entertainment Committee to provide suitable
 accommodations for out-of-town merchants when they
 visit the New York market during the Spring and
 Fall seasons, and dignified entertainment worthy of
 the buyers who attend these exhibitions.

A Publicity Committee to act with us in giving
 national publicity to these trade exhibitions, and in
 conducting the work of educating out-of-town mer-
 chants to visit the New York market each spring and
 fall—particularly those merchants who do not ordin-
 arily leave their stores for this purpose.

Our purpose is, in short, to provide the manufac-
 turers in the trade with an association which they can
 join, elect their own officers, adopt their own by-laws,
 and appoint the three committees mentioned above
 work to in copartnership with us so that the best in-
 terests of all concerned may be protected.

The National House Furnishing, Crockery and
 Glass Association is designed to provide both New
 York buyers and out-of-town buyers and dealers with
 an organization with headquarters in New York which
 can perform two functions: conduct conventions twice
 a year, or once a year, as they see fit, at which mat-
 ters of trade policy can be taken up and passed on in
 the national convention; and, further, during the year,
 to provide the members with an organization that will
 keep them in employment, foster whatever legislation
 is needed to protect the interest of merchants, and
 render as many practical services as the members of
 the convention assembled determine to be necessary
 to their welfare.

It is important to note that membership in the
 association involves no obligation on the part of
 the manufacturers to exhibit their goods at the trade
 exhibition, although for reasons of business policy
 none but exhibitors should be elected to serve on the
 three committees mentioned above; and, on the other
 hand, no merchant is obligated to buy his goods at
 the trade exhibition, or to favor or disfavor manufac-
 turers whether they are members of the association
 or not, and whether they exhibit or not.

As organizers of the association, Mr. Fox and
 myself have taken the offices of secretary and treas-
 urer in order to establish the association on a firm
 basis between now and next August. At time we
 will turn it over to the trade to do what they will
 with it. No New York buyer has the time to do all
 the work needed to answer the correspondence
 involved and attend to the numerous demands upon
 our time and attention the association requires in
 order to assure success.

Out of town buyers have expressed their ap-
 proval of this association and its work in large
 numbers; many prominent men have joined, and we
 have every assurance that a large number of buyers,
 when they visit the New York market next August,
 will join the association, attend the convention, and
 perfect their first national trade association.

We have engaged the new Grand Central Palace
 for the ten days from August 22 to 31 next as an
 ideal place to hold the convention exhibition of the

trade and have contracted with M. A. Singer, decorator of the automobile shows and of the Exhibition of the National Electric Light Association in Seattle, Wash.—a man of national reputation. We have spared no expense to make the booths and service right, so that the price of space will include everything, and the exhibition as a whole will be creditable to the trade. We are using large space in all the leading trade papers in the trade. We have invited the various manufacturers' associations to appoint committees to confer with us, in order that this first National House-Furnishing Trade Exhibition may be right and business-like in every particular. We have done, and are doing, all we know how to rectify the evil conditions of the past, and to establish conditions favorable to the upbuilding of the New York market, and to the lasting services of the trade exhibition to be held here next August.

Every other important trade and industry in the United States except the house furnishing, crockery and glass has its national organization and its national trade exhibition. We confidently expect the leading manufacturers in this trade to justify their position next August by stepping into the lead now. The responsibility is theirs.

The eyes of the nation are upon the New York market, and hundreds of buyers and dealers in all parts of the U. S. and Canada are watching with deep interest the work of the leaders in its upbuilding, appointing their own committees to supervise the work and dictate the conditions under which the first exhibition will be conducted in the United States. The results will speak for themselves next August when the National House Furnishing Trade Exhibition opens its doors to hundreds of out-of-town merchants.

THE NATIONAL HOUSE FURNISHING
TRADE EXHIBITS, Inc.
Albert L. Wyman, President.

A. H. LEDDEN GETS THE ONONDAGA.

E. L. TALBOT, of the Onondaga Pottery Co., Syracuse, N. Y., has been in the city for two or three days arranging with A. H. Ledden to represent that factory in New York. This is particularly pleasing to Mr. Ledden and his friends, as the position came to him unsolicited, and despite the fact that a very great number of applications had been made for it. He is well equipped to care for the business, owing to his seventeen years' experience in hotel china with the Maddock Pottery Co. The acquisition of this line combined with those of the Buffalo Pottery and the Guernsey Earthenware Co. (being associated with E. L. Bates in the latter) gives him three very strong sellers. The showroom in the Fifth Avenue Building will be continued, and Mr. Ledden will divide his time between this and his present rooms at 65 West Broadway.

HOW TO INSPIRE YOUR CLERKS.

THE firm of Miller, Rhoads & Schwartz, Norfolk, Va., has a handsome blue and gold silk pennant which it places in the department whose sales for the current week exceed the business of the correspond-

ing week of the preceding year. For two weeks in succession this pennant floated in the china and glass department managed by Mr. Nihart, who only recently assumed charge. In addition to this distinction the firm also gave all the clerks in that department \$1 each increase on their wages for the two weeks.

SAN FRANCISCO AND THE COAST.

ON account of the political situation but few out-of-town visitors called on the trade last week, and business was quite generally dull, but now that the primary election is over merchants look for a substantial increase, especially when reports are coming in from all along the Pacific Coast of unusually large fruit and grain crops.

Hales Bros. are now conducting their thirty-sixth anniversary sale, and in the crockery department special offers are being made of fancy china.

Robert Smith, representing S. A. Weller, is in Oakland at present and is expected here next week.

M. P. Meyers, retail sales manager of the Nathan Dohrman Co., is on a short business trip to Los Angeles.

While on his recent trip in the north, F. M. Dunn, coast manager for the United States Glass Co., noticed that business was better in Portland, Seattle, Tacoma and other towns that he visited than it has been for some time past, and he expects it to be even better the latter part of the year.

Samples of the United States Glass Co.'s new gold decorated tumblers are now being shown at the local office on Mission street.

Geo. Davis, representing the Knowles, Taylor & Knowles Co., East Liverpool, is in town this week, and will leave shortly for the southern part of the State.

B. F. Heastand is expected in from the road the latter part of the week, when he will prepare immediately for his annual trip to the Hawaiian Islands, to be gone five or six weeks.

A. A. Otte, coast manager for the Pittsburgh Lamp, Brass and Glass Co., will be in in a few days after having covered his entire western territory.

Samples of the Fostoria Glass Co.'s No. 5061 new cut stem line and the No. 858 pattern have arrived at the local sample rooms, and are attracting very favorable attention.

The building now under process of construction

at the corner of Sixth and Market streets is about ready for occupancy, and the Weinstein Co. is making preparations to move in as soon as possible.

* *

One day this week "The White House" gave over the main compartment in front of the Sutter street entrance to a sale of silver-deposit ware with very good results.

* *

Ottenheimer Bros., wholesale crockery and glassware, have leased the building now being erected at 833-835 Mission street, near Fourth. The structure will be completed in about six weeks, and being in the centre of the wholesale crockery district is one of the most accessible points to be reached by all classes. The show room will be thirty-four feet in width, with a length of 165 feet, and will contain one of the most attractive displays of glassware, china, lamps and hotel goods in San Francisco.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending May 21, 1912.

ANTWERP

146	packages glassware.....	B Gunthel
238	" "	Miscellaneous Orders
16	" earthenware.....	L Straus & Sons
10	" "	E R Theiler
8	" "	DeKeyser & Co
9	" "	Koscherak Bros
24	" "	G F Bassett & Co
10	" "	Bawo & Dotter
12	" "	Geo Borgfeldt & Co
26	" "	Miscellaneous Orders
26	" chinaware.....	Vogt & Dose
2	" "	J J Hines
3	" toys	B Illfelder & Co
12	" "	G W Travers
61	" "	Miscellaneous Orders

HAMBURG

18	packages glassware.....	L Straus & Sons
254	" "	O O Friedlander
3	" "	Eimer & Amend
8	" "	Fensterer & Ruhe
3	" "	Strobel & Wilken Co
147	" "	Miscellaneous Orders
156	" chinaware.....	Strobel & Wilken Co
146	" earthenware	Bawo & Dotter
447	" "	F W Woolworth
22	" "	J Wygand & Co
83	" "	Geo Borgfeldt & Co
2	" "	Koscherak Bros
8	" "	Herman C Kupper
6	" "	L D Bloch & Co
8	" "	F Bing & Co
425	" "	Miscellaneous Orders
183	" toys.....	B Illfelder
13	" "	C B Rouss
17	" "	G W Travers
29	" "	Samstag & Hilder Bros
2	" "	Knauth, Nachod & Kuhne
11	" "	Geo Borgfeldt & Co
27	" "	Strobel & Wilken Co
2:3	" "	Miscellaneous Orders

GLASGOW

12	packages glassware	H A Rogers & Co
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LIVERPOOL

15	packages earthenware.....	The Rowland & Marsellus Co
23	" "	G F Bassett & Co
66	" "	Maddock & Miller
33	" "	W S Pitcairn
46	" "	Geo Borgfeldt & Co
21	" "	E Brote
9	" "	J Wygand & Co
27	" "	Fondeville & Van Iderstine
27	" "	R Slimmon & Co
3	" "	H C Edmiston
40	" "	F W Woolworth
9	" "	George Hamilton
16	" "	J Davison
6	" "	Ed Butler
25	" "	Miscellaneous Orders
10	" glassware.....	Meakin & Ridgway
1	" "	W H Plummer
2	" "	Miscellaneous Orders
34	" toys.....	Geo Borgfeldt & Co
10	" "	Strobel & Wilken Co
1	" "	Miscellaneous Orders

BREMEN

18	packages chinaware.....	Strobel & Wilken Co
22	" toys	" "

HAVRE

40	packages chinaware.....	Wm Guerin & Co
1	" "	Bawo & Dotter
7	" "	L Straus & Sons
6	" "	H R Churchill
58	" "	Miscellaneous Orders
121	" glassware.....	E Utard
100	" "	Miscellaneous Orders

LONDON

12	packages toys.....	Strobel & Wilken Co
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LIMOGES

106	packages chinaware.....	Theodore Haviland & Co
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ROTTERDAM

47	packages earthenware	L Straus & Sons
25	" "	Lazarus & Rosenfeld
11	" "	L D Bloch & Co
86	" "	B Illfelder & Co
49	" "	Miscellaneous Orders
44	" glassware.....	Graham & Zenger
16	" toys.....	F A O Schwartz
51	" "	A Steinhardt & Bro
62	" "	Miscellaneous Orders

SOUTHAMPTON

19	packages chinaware	A G Moment
13	" "	H Creange
10	" "	L D Bloch & Co
9	" "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

23	packages earthenware.....	Jones, McDuffee & Stratton Co
5	" "	Rowland & Marsellus Co
5	" "	J Davison

ANTWERP

33	packages earthenware.....	Jones, McDuffee & Stratton Co
1	" "	Geo Borgfeldt & Co
72	" "	American Express Co
24	" "	L Wolf & Co
2	" "	Stone & Downer Co
4	" "	Jordan Marsh Co
6	" "	R F Downing & Co
19	" "	F W Woolworth
5	" "	Miscellaneous Orders

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity Buyers of blown ware say that it is "real work" to get prompt shipments from the factories. A Pitts-

burgh buyer recently placed an order for sixty barrels and could only get shipments of two and three barrels at a time. The demand for blown and stemware this year is the heaviest ever experienced. Druggists in the small towns are ordering in quantities unheard of before. Regular dealers are sending in large requisitions and the factories are crowded with business.

It is admitted by officials of the company that the Central Glass Works, of Wheeling W. Va., is experiencing one of the busiest seasons in its history. Demands for the high grade etched and cut patterns of this plant are of such a character that the company is operating to capacity.

The Deidrick Glass Co., of Rochester, Pa., which is putting out a line of gold decorated blown stemware, is experiencing some difficulty in getting shipments from factories. All the blown plants being loaded with orders is the cause.

An unconfirmed report is current that the former Daube decorating glass plant at Brilliant, O., is to be placed in operation before fall, and that the chances are favorable for the erection of a glass manufacturing plant in connection with the decorating shop.

An increase of capacity of the Higbee Glass Co. is contemplated, but just how soon the new construction will be started is not stated. An additional tank is to be built and changes made in other parts of the plant in order to facilitate the production of ware. The demand for the Higbee Sanitary Bottle is stronger than anticipated, and, coupled with the demand for the various table lines, is making the plant one of unusual activity.

The United States Glass Co. is showing for the first time a glass portable electric lamp, the standard being of a pattern to conform with the shade. The lamp is shipped complete with all electric attachments, and is quite different from anything of the kind now on the market. This is the first time the "States"

has created an article of this character, and early orders indicate that the addition is bound to prove a most popular one.

Combination shipments of glasse and pottery from the East Liverpool district may not be found to be as convenient as supposed. It is said that glass commands a higher freight rate than does pottery, and should a combination car of glass and pottery be shipped the rate would be based upon the tariff for glass. The scheme to start a glass factory in East Liverpool is admitted to be a good one, but combination shipments could not be made under this condition.

Glass manufacturers are greatly interested in the proposition to present to the Interstate Commerce Commission data relative to the methods the railroads adopt in the weighing of a car load of freight. It is openly asserted that the stencilled weight on the side of a car means nothing. There is a difference of opinion among shippers of car load lots regarding the attitude of the railroads toward claims arising from the weight differences. It may be said that the pottery manufacturers are experiencing the same trouble in this respect as do the glass men.

Percy Beaumont, general manager of the Union Stopper Co., Morgantown, W. Va., spent several days in the district last week.

Fire on May 13 destroyed the four-story plant owned by the Woods-Lloyd Co., manufacturers of glass-house supplies, at South Thirtieth and Jane streets. Loss \$50,000; covered by insurance. Secretary W. D. Dixon says that the company will rebuild at once.

A decision has been reached by the National Baggage Committee, composed of business houses and commercial organizations throughout the country, to compile a series of tables relative to baggage rates that have been in force throughout the United States for the last six years. It is pointed out that charges for carrying baggage have been shifted several times in different States, and that in many instances the rates have been increased. The committee has also decided to accept, as a solution of the baggage

dimension question, the plan of the trunk railroads, which provides for a free limit of forty-five inches and a charge on the basis of five pounds of extra baggage for each additional inch.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMEN WANTED—Men who call on the house furnishing, crockery, glass, china, lamp, toy, trunk, bag and sporting goods trade in Greater New York and vicinity, to handle house-furnishing specialties and kindred lines. Good opportunity for live men. Address N. H. F. T. E., this office.

WANTED—A thoroughly experienced crockery man, well versed in dinnerware, as assistant buyer. Apply to GREENHUT-SIEGEL-COOPER Co.

SITUATIONS WANTED.

FIRST-CLASS pottery salesman open for position July 1st. Twenty years with one pottery. Highest references. Acquainted with trade in Central and Northwest, South and Texas. Address Box 802, this office.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.



NELKE

— THE —
**HERBECK-DEMER
COMPANY,**

PRODUCERS OF

**High-Grade
Cut Glass,**

Hallstead, Pa.

One of the most pleasing designs ever produced.
We originate. Others imitate.

LA PORCELAINE · LIMOUSINE



Formerly



M. REDON.

LIMOGES CHINA.

ALFRED G. MOMENT, Agent, 25 W. Broadway, NY.

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CROCKERY & GLASS JOURNAL

NEW YORK MAY 30, 1912.

THE CONDITION OF BUSINESS.

Business has been very quiet this week New York in all lines. This condition of affairs is usual at this time of the year, and occasions no alarm. Traveling salesmen are getting home—every day almost seeing some returning traveler. Last week those who were still out on the road found a decided decrease in business, both as to the number and size of orders. Direct mail orders have been fairly good—probably up to the average. Not many far away visitors were in the city, and local buyers were not much in evidence.

Cut glass was in fairly good request, although it is getting a little late to supply orders for June weddings.

There was some demand for Japanese goods from stock this week, much to the satisfaction of the importers, who hardly looked for business so early in the season.

The lamp business is very quiet, but the expectation is that with the advent of the new fall lines there will be a demand. The new samples will be on display within a week or two.

Housefurnishing goods have been in very good request.

Dolls and toys moved very well, the demand for domestic lines coming very freely.

There was a decided falling off in orders in the pottery districts, but glass held its own—the prospective shut-down proving an incentive to placing orders before the factories close for their usual summer vacations.

Retail trade in and around New York has been a little disappointing. Two weeks ago, with the advent of spring weather, there was a good trade; but last week, with ideal climatic conditions, there was hardly anything doing. This is one of the unexplainable features characteristic of the crockery trade.

Country retail trade is fairly good, but from large cities all over the land there come complaints.

General conditions in other lines are at the moment very much as they are in ours, although the steel industry has been doing exceedingly well. The sales of automobiles, the manufacture of which has become one of the big industries of the country, have been exceedingly large, giving employment to great numbers of people. Crop reports are favorable, the coal strikes are settled, and except in California there are no serious industrial clashes. In New York City the final adjustment of the new underground roads will be the means of giving employment to large numbers. There is no reason why there should not be a good trade in our special lines; but patience is required until it comes.

The Outlook in The West.

Just back from a tour of the West, E. F. Anderson, of Geo. F. Bassett & Co., is satisfied that there is to be a big fall business. Mr. Anderson is considered one of the shrewdest business men in the trade, and when he went West it was for the express purpose of ascertaining the true conditions. During his travels he made it his business to see and talk with the heads of representative houses handling crockery, and wherever possible interviewed men outside of the trade. Mr. Anderson is not an emotional man, and does not let sentiment interfere with his judgment; so his opinion has weight. He believes there is to be a good fall business, and will prepare to meet it.

He found that in the Northwest the jobbers were doing exceedingly well, except in Chicago, where there was a little complaint; but taking it as a whole from Kansas up he says that territory is in a very prosperous condition. The crops are in splendid shape, and there will probably be the greatest yield ever known. The daily papers of that section give much attention to these crop reports, publishing display heads covering three to four columns in width and giving exact figures from men who know what they are talking about. Mr. Anderson is

curious to know why the New York daily papers suppress this kind of news.

Pittsburgh and Vicinity. There has been a slight improvement in the general glass business during the past week, although from some offices the report is heard that "things are not yet normal." The blown shops are still working to the limit.

East Liverpool and vicinity Quietude has ruled in the Western pottery market during the past week. Present orders, however, will keep some of the plants active until the middle of July. While there is some little new business coming in, the volume is not as strong as that of a month ago.

SAN FRANCISCO AND THE COAST.

THE wholesalers have received new samples within the last two weeks, and as a consequence have had many visitors to look over the lines. On the whole the comments are very satisfactory, and prospects indicate a good run on the new goods.

The Manning-Bowman demonstrations given at the Nathan-Dohrman household show were so successful that they were continued for another week, after which they were given at the Howell-Dohrman store in Oakland, and will later be presented at the Parmalee-Dohrman store in Los Angeles.

The salesmen for the Cowen-Heineberg Co. are in from their spring trips and will remain at headquarters for some time before covering their territory again.

A. L. Conger, of the A. L. Conger Co., is doing business in San Diego and other southern towns this week.

B. F. Heastand, Coast manager for the Fostoria Glass Co., returned from Southern California last week and is now preparing for his trip to Honolulu, leaving here in a few days.

Geo. A. Boomer, manager for the Plume & Atwood Mfg Co., is on his way to Los Angeles, but will return to headquarters before going north. The whole trip will take about five weeks.

A. A. Otte, Coast manager for the Pittsburgh Lamp, Brass and Glass Co., has just returned from a tour of his entire Western territory, and pronounces

it the best trip he has ever had. He will be at the home office for some time now. A shipment of samples of the new 1912 portables has just been unpacked and is attracting much favorable attention.

F. M. Dunn reports that he is having very good success with the United States Glass Co.'s new blown and cut stem ware.

Sylvester A. Baker, Coast manager for the Macbeth-Evans Glass Co., is again on the road, planning to go south, around by Denver and home by way of Seattle and Portland.

A. B. C. Dohrman, of the Dohrman Commercial Co., has returned from a few days in Los Angeles.

Robert Smith, representing S. A. Weller, was calling on the trade here last week.

Geo. Davis, representing the Knowles, Taylor & Knowles Co., after calling on the trade here left for Los Angeles.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g May 11, '12	Correspond- ing period 1911	Exports Jan. 1 to May 11, '12	Correspond ing period 1911
Boston	155	127	2406	2903
New York	205	179	2701	3288
Baltimore .....	...	136	2774	4627
Philadelphia ...	77	384	1315	2024
New Orleans....	16	11	289	357
Newport News..	....	...	45	26
San Francisco ..	6	...	455	30
Portland (Me.)..	15	...	608	545
Galveston .....	....	27	219	439
Portland (Or.)..	...	....	65	....
Inland Points ..	3	....	197	801
Total	477	864	11076	15040

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

to	Shipments week end'g May 11, '12	Correspond- ing period 1911	Exports Jan. 1 to May 11, '12	Correspond ing period 1911
New York	205	179	2770	3064
Boston	155	129	2406	2842
Philadelphia	77	415	1304	1998
Baltimore .....	...	136	2774	4622
San Francisco ..	6	....	455	30
New Orleans....	16	11	292	306
Portland (Me.)..	15	....	693	389
Galveston .....	....	27	219	439
Newport News ..	....	...	45	26
Portland (Or.)..	....	....	65	....
Inland Points	1	....	204	211
Total	475	897	11227	13927

The New York Crockery and Glass District.

L. Straus & Sons carry the largest and most varied stock of china, glass, bronzes, marbles and bric-a-brac of any concern in the District. They specialize open stock dinnerware, and have an immense variety of shapes and patterns which can be shipped from stock on telegraphic notice. As they state in their advertisement on our front page, so large is their stock that dealers do not have to buy large quantities, as repeat orders can be supplied as frequently as necessary.

The English importers of crockery are having a lot of trouble owing to the strikes over the water. The effects of the strike of dock hands, which piled up goods at Liverpool, followed by the coal strike, which prevented shipments, are still felt. Now there is a strike of the laborers employed around the shipping district. This, if continued for only a little while, will seriously affect importations.

Cox & Lafferty are showing a unique eight-inch cut glass bowl from Mills, Gardiner & Co.'s factory. The decoration is obtained by mitre wheel cutting, but the result is different from that usually secured. The star in the centre of the design is like that in the English order of the Star and Garter. It is fringed with a feather edge, and supported with beautiful fine cuttings. The only word that will properly describe its beauty is "rich." A good opportunity for buyers to obtain bargains in Japanese china and vases lies in the fact that the firm are now prepared to dispose of their import samples of these goods.

The American Tray Co., 233 Mercer street, have taken space for their goods at the National Housefurnishing, Crockery and Glass Exhibition to be held at the New Grand Central Palace in August. They make the trays in many designs and varieties, either with mirrors, hand-painted decorations, pearl inlaid work, or plain glass. Their offer in our advertising columns should appeal to many buyers. They will send six samples at the quantity price, so that prospective purchasers may judge of their goods at a minimum of cost.

pective purchasers may judge of their goods at a minimum of cost.

The trade mark "G. D. A." is to be found on the china used in many of the best hotels and clubs throughout the world, and dealers figuring on the outfit for such establishments will do well to include this ware in their samples when submitting them to hotel proprietors or club stewards. The standard is well known and the quality always to be relied upon.

George N. Blust, local manager of the Pittsburgh Lamp, Brass and Glass Co., has received some of the samples of the gas and electric portables and shades which Nicholas Kopp said would have that "dashy dash," and his promise is more than fulfilled. The finishes, decorations and shapes far surpass anything that they have yet attempted. In the production of the new glass Mr. Kopp has excelled himself, and Professor Horn has shown his genius in the colored iced decorations.

The Brush McCoy Pottery Co. has on view at its New York showrooms an imitation marble umbrella stand that is being much sought after by barbers' supply houses. The item is particularly appropriate for a barber's shop, where everything should be spotlessly white and sanitary.

The general line of cut glass on display at the showrooms of J. Duncan Dithridge is as good as can be found in one aggregation. The shapes and designs are thoughtfully chosen, and the workmanship is all that can be desired. Moderation in price is the keynote in Mr. Dithridge's establishment.

The St. Louis Glass Co. (E. Torlotting, agent) is showing an exceptionally fine line of gold-encrusted glassware. One pattern which proved very popular among Western buyers during Mr. Torlotting's recent trip—a single band of gold encrustation bearing

a laurel leaf design—is making as big a hit in New York as on the road. The rock crystal cuttings are also excellent, and in this line, too, one has been singled out as a favorite among managers of cut glass departments. This is an Empire design with a laurel wreath supported by columns.

Malone & Nicholson have received among other new things from Ripley & Co. some fish globes of from one to three gallons capacity. The sanitary food containers are as popular as ever, as the repeat orders show.

O J. O'Donnell has moved to 32 Park Place, having taken the Higbee Glass Co.'s old showroom where Alex. C. Menzies held forth before relinquishing the line. In addition to representing Stoll Bros.' cut glass line Mr. O'Donnell is also agent for the Paris Silver Deposit Co. and the J. Rogers Silver Co., both of New York.

A. H. Ledden has now solved the up and down-town problem to his own satisfaction. He has one showroom with the Onondaga Pottery Co.'s samples in the Fifth Avenue Building, and his old showroom at 66 West Broadway for the goods of the Buffalo Pottery and the Guernsey Earthenware Co.

The Economy Tumbler Co. has on display at the showroom of Thomas G. Jones an excellent cutting on light blown glass. The design, which may be termed Early English, consists of a border of light mitre cutting with a star within a diamond, supported on either side by larger stars, each of which is connected by an oval panel of mitre cutting. The design is very effective and is selling remarkably well.

AT BOSTON.

AT Louis Wolf & Co.'s Boston offices all import orders for toys will close June 5. Mr. Fisher, a new salesman, makes his initial trip this week, leaving Saturday for Washington, D. C. Julius Baer made a brief visit from Gotham the first of the week. Joseph Schmidt has departed for European centres.

Arthur G. Richardson, formerly a firm member of the old crockery house of E. M. Nelson & Co., has recovered from his recent illness and was visiting his friends among the trade the first of the week.

A visitor from Limoges, France, to the Hub last week was Gustave Vogt.

William N. Pingree Boston manager for The

Tajimi Co., is running through Western Massachusetts and New York territory this week, and is expected to return Saturday. During his absence M. A. Fuller is taking care of buyers.

Joseph L. Pindar, with Chase & Francis, is enjoying a rest in the country, devoting most of his time to piscatorial pursuits.

A special sale of hand-painted china, salad sets, chocolate sets, etc., at Vorenberg's, Winter street, was well attended this week.

Mitchell, Woodbury Co.'s crack salesman, C. T. Woolley, has departed for New York State on a tour of the trade centres, to be gone for an extended period.

"Eddie" Wilgus, representing the Buffalo Pottery will spend the time with his family at Natick until July 1.

The Barton Co., Manchester, N. H., are expecting to open an extensive glassware department in September or October. Mr. French, buyer, was in town this week inspecting glassware lines with this object in view.

Alfred P. Sadler, for thirty years a dealer in crockery at Portsmouth, N. H., visited the clique at 19 Pearl street this week.

Buyers in Boston included: Mr. Lawton, with Avery, Woodbury & Co., Milford; Bernard J. Twitchell, for the R. A. McWhirr Co., Fall River; Henry Davis, Belfast, Me.; Mr. Nichols, of the Nichols & Rice Co., New London, Ct.; William O. Harding, of W. O. Harding Co., Stoneham; Mr. French, with the Barton Co.; Manchester, N. H.; Joseph Donovan, for the Robertson-Sutherland Co., Lawrence; David Dickson, Lowell; Mr. Frye, Scituate; George A. Roberts, Danvers.

MILK BOTTLES IN LONDON.

THE use of glass milk bottles sealed with disks has shown considerable growth in the past few years. The use of these bottles predominates in some districts south of the Thames, while in others most of the milk is handled in cans. The most practical method of introducing new bottles and stoppers would be through the establishment of a milk supply company delivering milk put up in these receptacles and advertising them. It is possible that a bill prescribing certain conditions for the milk trade may be introduced in the House of Commons this year. The higher wholesale prices of milk have curtailed the profits of the retail dealers.

MERCHANDISING DEPARTMENT.

[This department is carried on in the interest of buyers, particularly out-of-town men who cannot visit the market every day and who may not be able to get around to all the manufacturers' showrooms, yet are looking for special goods that are bargains. Nothing will appear here that has not some special or attractive feature, the main one being price. In writing to the 'Merchandise Editor' for particulars please quote the number of the item that you are interested in.]

HOW IT PAYS.

THE following extracts from letters sent to us by those who have taken advantage of this department tell their own story:

We acknowledge with thanks the receipt of your letter of May 23 containing an order from Alberta, Canada, covering 100 pieces cut glass.

COX & LAFFERTY.

We thank you very much for the courtesy you have shown us in this matter, and, everything else being equal, *we shall certainly give the firms with whom you brought us in touch the preference when placing orders.* Again thanking you, FARR MFG. CO.

Beg to thank you for your advice regarding my sending samples of water bottles and decanters to Wm. Doerflinger & Co., La Crosse, Wis. Am pleased also to advise you that I have submitted samples to Howard Glass Works, New York City; Dohrman Commercial Co., San Francisco; Watson Parker-Reese Co., Pensacola, Fla., which shows the wide circle of the country to which your esteemed paper goes.

WM. WARRIN.

ON SALE.

A 50—A western potter who is particular in his selection when executing orders makes the following offer of more or less imperfect matt green jardinieres, good shapes, many embossed and footed:

6 doz	5 in.	at \$.85 doz.	regular price	\$2.00 doz.
6 "	6 in.	at 1 20 "	"	2.50 "
6 "	7 in.	at 1.80 "	"	4 00 "
6 "	8 in.	at 2.50 "	"	5.50 "
20 "	9 in.	at 3 75 "	"	6.50 "
20 "	10 in.	at 6.00 "	"	8.00 "
20 "	12 in.	at 9.00 "	"	24.00 "

12 umbrella stands, matt green, at \$9 doz.; regular price \$24 doz.

F.o.b. factory; no charge for package. Quantity to suit buyer. These are just the things that the public is buying now. Secure some of them while you can at these low prices.

A 64—Import samples of the well-known "Schlegel-milch" ware, consisting of fancy salads, cake plates, sugars and creams, etc. 650 pieces at considerably less than the regular import price. The purchaser would have the double advantage of having the advance samples before the line appeared generally, as well as getting them cheap. Quantities in assortments to suit will be made up.

A 62—An exceptional bargain, offered by one of the largest importing houses in the country, is an assorted package containing six doz specialties or novelties, such as covered jugs, children's mugs, plates, covered bon-bon boxes, puff boxes on feet, candlesticks with reflectors. All these items have nursery rhymes and figures. Vases, bon-bons, mayonaise dishes, sugars and creams, mustard pots, cups and saucers, extra tea size, all imitation roses made of china, from the celebrated Tettau factory. There is not an article worth less than \$4 a doz.; many are worth \$6. Six of each item in a package. Offered for \$2 a doz. in 6 doz. packages or \$12 a lot; f.o.b. New York.

A 63—The firm making the foregoing offer also presents another snap, viz., cups and saucers for children, milk mugs, oatmeal bowls, plates, pin trays, covered bon-bons, all of excellent ware with nursery-rhyme figures and legends and high class decorations. Imitation rose peppers and salts, bon-bons, pin trays, etc. No article worth less than \$2 a doz.; many worth \$2.50. One doz. of each article in a package at \$10.50 per package; f.o.b. New York.

Both the above lines are particularly adapted to seaside or summer resort trade.

A 65—One of the most reliable glass manufacturers in the country offers the following first-class regular lead blown tumblers to close out:

5 barrels,	17 oz. capacity,	straight,	at 50c a doz.
7 "	18 "	"	50c "
23 "	19 "	"	60c "
24 "	20 "	"	70c "
6 "	7½ "	concave,	25c "
8 "	8 "	"	25c "

Barrels 50 cents. F.o.b. New York.

A 68—A Japanese firm has 180 water or lemonade sets, with pretty rose decorations heavily gold stippled at top, also violet design and gold, consisting of a half-gallon jug of fine thin Japanese china and six handled cups. The usual price for these is \$1.37½, but in order to clear them out they will sell this lot at \$1.12½ in sets of 36. No charge for package or freight.

A 69—The owner of a china clay mine in Brazil (such is the wide circulation and far-reaching influence of the CROCKERY JOURNAL) desires to open negotiations with potters in this country with a view to using his output.

A 70—A retailer is overloaded with Economy fruit jars, and, wishing to reduce his stock, offers 15 gross pint size, 25 gross quart size, and 5 gross two-quart size, at a reduction of 20 per cent off the 50-gross price.

A 71—The greatest bargain in the trade is a subscription to the CROCKERY AND GLASS JOURNAL for one year, \$2. Send in your application immediately.

A 74—Berry sets, fine Japanese china, hand-painted, liberally traced with gold, 24 sets in a case (4 each of 6 styles assorted). Special price in case lots, 68 cents set. Only 10 cases left.

A 73—Regular lead blown tumblers to close out:

32 barrels, 12 oz. taper,	35c. doz.
18 " 17 " "	50c. "
5 " 7 " straight,	25c. "
5 " 10 " "	30c. "
13 " 11 " "	30c. "
15 " 12 " "	30c. "
13 " 8 " fruitina,	25c. "
4 " 12 " "	35c. "

F.o.b. New York. Barrels 50 cents each. The firm making this offer is favorably known from one end of the United States to the other.

A 75—320 doz. cut glass tumblers bearing delicate and artistic floral designs. Light lead blown, 9 oz. Would be cheap at 75 cents doz. May be had in quantities to suit buyers at 65 cents doz. This is the best value in light cut tumblers we have ever seen offered, considering the quality. No time should be lost in making application.

A 76—A Western potter is offering 100-piece dinner sets, Western composition—no soup tureen—every piece gold-lined, with four spray decoration, either plain or scalloped shaped, at \$4.75 per set. Usual charge for packing and freight.

A 77—At a bargain—100 pieces highly finished and polished lead cut glass, consisting of

24 8 inch bowls	12 6 in handled nappies
6 celeries	5 orange bowls
15 baskets	5 two-handled comports
10 spoon trays	6 oils
4 3-pint jugs	5 10 in vases
3 sugars and creams	

Regular price \$175. To be closed out at \$142.60, t.o.b. factory. Regular package charge.

A 78—20 doz. light blown saucer champagnes, cut with graceful grape and vine designs, worth \$2 a doz; will take \$1.80 to clean out. This is a clear saving on a staple article.

A 79—15 three-pint water jugs, light blown, with an exceptionally handsome floral cutting, marguerite motif, well worth \$1.75 each, will clear the lot for \$1 each. These with seven and a half dozen tumblers listed at 70 cents, same design, and fifteen plateaux listed in this column at \$5 a dozen, would make a wonderfully attractive "wedding gift" offer. Thus the set of six tumblers, a water jug and plateau would cost \$1.77 and would be very cheap to retail at \$3.

A 80—100 doz. cut glass light lead blown tumblers with a beautiful floral design, marguerite motif, well worth 80 cents a doz.; will sell at 70 cents to clear out, in quantities to suit purchasers. Don't hesitate to order these; they are a bargain.

A 81—A subscriber writes: "We are loaded in our wholesale department with Way-Kuk cooking bags and will offer same in one hundred lots at 10 cents a package—\$10 a hundred packages. All in good, clean shape.

A 82—A manufacturer makes the following exceptional offer: 4,000 pieces solid gold and gold-lined and silver-plated china, including cream and sugar sets, candlesticks, hatpin and pepper sets, card holders, violet holders, shaving mugs, indi-

dual salts, mustards, hair receivers, coffee pots, fern jars, ash receivers, handled olives, powder boxes, extra creams, teapots, ash trays, etc. Will close the entire lot out at fifteen cents each, f.o.b. factory; no package charge. Samples and photographs sent on request. Everything in the above assortment, except salt and pepper shakers and toothpicks, cost in the plain white china more than the price they are offered at. The teapots and some other items cost from \$4.50 to \$9 a doz. in the plain white.



MERCHANDISE WANTED.

47—Here is an excellent opportunity for some enterprising pottery. A subscriber writes: "I am wanting a price on gold band goods, to be shipped in assortments; can use from five to ten thousand during the months of August and September if I can get the proper price."

49—Several firms have requested that we secure for them a line of cut glass seconds for a sales proposition.

50—Wanted, a quantity of cheap glass jars, on the order of Mason jars, with glass tops, for holding a soapy compound; quart capacity. Must be cheap. If these are satisfactory and meet the requirements orders for carloads will be forthcoming.

51—A subscriber writes: "I am in the market for a line of handled beer mugs popularly called Bohemian mugs. The pattern is fluted like the old Huber shape and of squat proportions. These are wanted in 5, 8, 10, 12 and 14 oz.

53—A Canadian desires quotations on one- to five-gross lots of 3 to 3½ oz. individual glass serving marmalade jars. These jars should not have screw top. The inquirer will need five gross monthly.

54—24,000 bowls 6½ in., 3,400 cups, 1,000 bread plates 8½ in., 10,000 butter and cheese plates 7¼ in., 500 individual butter plates 2½ in., 20,000 dinner plates 9 in., 13,000 soup plates 9 in., 2,500 saucers, 9,000 vegetable dishes 9½ in. For particulars and specification blanks apply to CROCKERY AND GLASS JOURNAL. This should be acted upon at once.

WALL PAPER MEN NOT GUILTY.

A VERDICT of not guilty was returned in the Federal court at Cleveland, O., May, 24, for the eight wall paper manufacturers and jobbers who were tried for alleged violation of the Sherman law in conspiring in restraint of trade in the conduct of their business. The jury was out about four hours, and took twenty-nine ballots before reaching a verdict.

The defendants were J. B. Pearce, of the J. B. Pearce Wall Paper Co., Cleveland; Winfield A. Hup-puch, of the Standard Wall Paper Co., Hudson Falls, N. Y., Robert E. Hobbs, of Hobbs. Benton & Haith, Hoboken, N. J.; John McCoy, of the York Card and

Paper Co., York, Pa., Geo. Tait, of the Campbell-Wall Paper Co., Glens Falls, N. Y.; C. C. Aler, of the C. C. Aler Wall Paper Co., Columbus, O.; Norton Newcomb, of the Newcomb Brothers Wall Paper Co., St. Louis; and Charles E. Maxwell, of the S. A. Maxwell Wall Paper Co. Chicago.

The defendants were indicated on October 8, 1911. The Government's chief witness was Frank Hall, Weehawken, N. J., who alleged that he had been unable to buy wall paper of the defendants because of a conspiracy into which they had entered against five and ten-cent stores, of which he operated a chain. The trial occupied two weeks.

THE COMING TRADE EXHIBITION

THE spaces are rapidly being taken for the exhibition of housefurnishings, crockery, glass and allied lines to be held at the New Grand Central Palace in August. Judging from the letters received from buyers throughout the country and published in a recent issue of the JOURNAL, there is little doubt but that a most representative body of buyers will be in attendance. Manufacturers and importers who wish to obtain good locations for their exhibits should make immediate reservations.

BUSINESS BRIEFS.

Fire did \$1,500 damage to stock of the Alensworth-Carnahan Co., wholesale crockery and hardware merchants, San Antonio, Tex

Joseph Hochheise, five and ten cent store at 2418 Eighth avenue, this city, has made an assignment to Max Levy. His liabilities are reported to be about \$8,000.

Wm. Hall, of Brooklyn, has bought out the interest of John Packwood in the Crescent Cut Glass Co., of Newark, N. J. They have produced a new line of floral cuttings of excellent conception that are selling at popular prices.

A resident of an American consular district in a European country informs the consulate that he would like to get in touch with manufacturers in the United States of china and earthenware in general, with a view to acting as agents for the American firm. Correspondence may be in English. Address Bureau of Manufactures, Washington, D. C., giving File No. 8809.

Joseph W. Linn, Lafayette, Ind., has sold his

lease and his business is to be discontinued. This is one of the oldest and one of the very few remaining exclusive china stores in that part of the country. Mr. Linn has been in business in Lafayette since 1874, and established an enviable reputation with all of the larger wholesale houses and a very large list of patrons. He has no definite plans for the future, and will take a rest for a while.

TABLE MANNERS.

IT has taken a good many centuries to teach civilized man how to eat his food in a decent and proper manner, says the Boston "Transcript." Doubtless there are many refinements that may yet be added, but the standard of table etiquette, like a great many other standards, has made a greater advance during the last hundred years than for many hundred years previously. It was not uncommon in rural districts a little more than a hundred years ago for people who lived orderly and self-respecting lives to even eschew plates, and, sitting around a conveniently small table take their substance from a common platter. The use of the fork for carrying the food to the mouth was a comparatively late innovation. In fact, it was not until Queen Elizabeth's time that the royal family had forks, and even she generally found her fingers more convenient. It was not until about the end of the seventeenth century that the great Sheffield manufactories began to make them, and then only of the two tined variety, whose use in the modern fashion would have required as much dexterity as a Chinaman shows in the manipulation of his chopsticks.

Drinking from the saucer was not a social solecism seventy-five years ago. In fact, sets of old china may still be found intact that include dainty tabloids upon which the cup was to rest while the contents, taken from the saucer, were imbibed, and, from the attendant noise, apparently almost inhaled by the drinker. One spoon was regarded as sufficient for all courses of food as well as drink, and the overworked knife did duty both for cutting and carrying. As for finger bowls, did not the late Senator "Tom" Benton confide to his diary that his first experience with them was at a dinner given by President Van Buren? "The President," said he, "dipped his fingers daintily in the bowl and dried them upon his napkin, but I rolled up my sleeves and took a good old-fashioned wash."

OBITUARY.

WM. E. GRAY, an old-time and much respected crockery merchant of Utica, N. Y., is reported dead.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp,
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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 30, 1912

THE LOGICAL CONSEQUENCE.

LABOR is admittedly the principal cost of all manufactured articles, averaging seventy per cent of the total. If wages are advanced ten per cent the producer naturally increases the price of his product ten per cent; the jobber adds another ten, and the retailer perhaps twenty-five. Thus, while the worker receives ten per cent increase, he pays fifty-one per cent advance on his purchases. The purchasing power of his dollar is not as good as it was before his raise; so he strikes again, and the experience is repeated.

A stop must come to this, or there will be a social revolution worse than the French Commune.

TIME TO CALL A HALT.

EVERY year potters have to bring out something new, or be called "slow." No matter how good the designs they have been selling, buyers want something different; and what the buyers want they get. But is it necessary to produce hundreds of new decorations, when a lesser number would satisfy a reasonable demand and save the potters an immense amount of time, trouble and expense?

One firm alone this season brought out between eleven and twelve hundred different treatments, and there were others who produced from one to three

hundred patterns each. In the case of the first firm the great variety offered actually defeated its purpose. With so many patterns to select from, buyers became confused, did not know what to choose, and finally in some instances took none—going to other warerooms where the arrays were not so large and perplexing.

Buyer and maker are equally responsible for a situation that is becoming intolerable—the one by reason of his insatiable desire for novelties, and the other in his endeavor to outdo his competitors. The public certainly does not demand it.

PERSONAL.

WORD comes from France that A. Hashagen is now with M. de Mavaleix, the maker of the well-known "M. de M." china of Limoges. When he left here more than a year ago we ventured the assertion that this quiet, unassuming Westerner would "make good," and we are glad to state that he has achieved one of the greatest successes ever recorded in reorganizing a china factory. He will come to this country in July on a visit.



William V. Higgins, the veteran crockery salesman, has just recovered from a long illness, having been in bed nine weeks. General debility—no serious disease. He is recovering nicely and expects to be out again in a very short time.



A big bunch of prunes was recently sent to us from Spokane by J. W. French and E. C. Ledger. They look nice, but are not very edible, being on a postal card. We are grateful for the remembrance, just the same.



E. Roebling, the new lamp buyer for Pitkin & Brooks, Chicago, came into New York last week, went to Meriden the first of this, and then came back to this city. Mr. Roebling was formerly with Burley & Tyrrell.



Miss A. H. Lord, who has for so many years been with the Roseville Pottery under Mr. Stockdale at the New York store, has resigned her position, to take effect June 1, and will marry L. H. Lightner early in that month. She will be missed by the trade, for, besides being of unusually attractive appearance, she is a thorough business woman. The best wishes of everybody in the District go with her.



Harry J. Bennett, who has represented the Crooksville (O.) China Co. for past two years through the North and Central West, has been made sales

manager. Mr. Bennett's experience in the factory and his broad acquaintance on the road qualifies him to fill the position with credit. He will leave within a few days for an extended trip through the West, carrying with him a complete line of high grade dinnerware and specialties for the fall trade.



L. H. Lightner will succeed Geo. H. Woodworth as manager of S. A. Weller's salesroom in New York on June 1. Mr. Woodworth will probably go back to Zanesville and travel from there. Mr. Lightner is new to the crockery trade, but has been highly successful as an electrical engineer.



James P. Gordon, with Jones, McDuffee & Stratton, was in the city last week at the New Grand Hotel.



Mr. Foroni, buyer for Woodward & Lothrop, Washington, D. C., was purchasing goods last week in the District.



Mr. Hunt, assistant buyer to Wm. Harris, with the Greenhut-Siegel-Cooper Co., has relinquished his position.



A. C. Dorner is making a success with Kniffin & Demorest in the hotel supply line.



Guy Hawthorne was in the District on Friday last, looking as natural as ever. His hat is exactly the same size—no larger.



George Hamilton returned last Saturday from his trip through the Middle West, and after looking things over at the office went on Wednesday evening to Philadelphia. From there he will go to Boston next week. His recent trip through the West was very successful, his order book showing that the buyers were good to him.



C. L. Casey, president of the Guernsey Earthenware Co., is expected in town on a visit to his agency at 65 West Broadway



E. Torlotting is at his desk again after an absence of some weeks during which he accumulated a fine aggregation of orders for his line of glassware, and as a consequence he is all smiles.



I. D. Hurlbutt, who for the past twelve years has been manager of the wholesale porcelain department at A. A. Vantine's, has established himself as a manufacturers' agent at 150 Chambers street, and will specialize five and ten cent goods for syndicates.

Mr. Hurlbutt is one of the best known men in the trade and has hosts of friends who will be glad to know that he is in business for himself.



J. J. Hines started on Sunday for a tour among the Middle Western trade.



French Evans and W. C. Evans spent a few days in New York this week. W. C. Evans is trying to dispose of the last of his stock in Pittsburgh, consisting of about \$500 worth of lamp trimmings, and he will sell them cheap. This winds up an old-established jobbing business.



Justin Tharaud was in Boston this week showing the French china line from L'Union Ceramique—the "Chateau" trademark.



During a conversation this week with John E. Rohrbeck, the energetic plateau man, he said that during the year 1911 he sold upwards of \$145,000 worth of mirror plates. This record sets a high mark which we think will take some beating even by himself. Mr. Rohrbeck is spending the week end at Richmond Valley, S. I., where he has a heavyweight in training. So far this youngster, who is the only son, contents himself with chasing chickens and teasing the cats.



C. D. Axman, under whose management the Housefurnishing Show was run at Madison Square Garden the year before last, has joined the forces of the National Housefurnishing, Crockery and Glass Exhibition to be held this year at the New Grand Central Palace. Mr. Axman's experience as a promoter of such exhibitions will be invaluable to the present management.



When seen in the District on Wednesday, E. F. Anderson, of Geo. F. Bassett & Co., was trying his best to close up matters so as to be able to sail on the Adriatic for Europe on Thursday. Failing that, he said he should leave Saturday on the Caronia.

AN INTERESTING TIME IN PROSPECT.

AT the banquet of the National Association of Cut Glass Manufacturers at the Grand Hotel, this city, on Thursday, June 6, Charles H. Taylor, president of the Jewel Cut Glass Co., will act as toastmaster, and the following gentlemen will make addresses: Wm. F. Dorflinger, of C. Dorflinger & Sons, will talk about "Sales and Credits;" James D. Robinson, of the Libbey Glass Co., will speak on "The Value of

Co-operation;" H. C. Fry, president of H. C. Fry Glass Co., has selected for his topic "The Figured Blank and its Influence."

A BOOST FROM THE SOUTH.

NEW ORLEANS, May 27.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir:—The Merchandising Department recently started in your journal is splendid, and I have followed it with great interest. It is a department that I believe is exceptionally good for both the out-of-town buyers and the advertisers. It puts the former in touch with special values that otherwise would slip by, as it is impossible for them to visit the market as frequently as they would have to in order to take advantage of special values. It is also an opening for new accounts that otherwise might never come in; and good accounts are always welcome, even if they start with a "special" purchase. If later followed up properly they will lead in many instances to profitable purchases.

Your Merchandise Department should be boosted. All good things should be boosted. Why not give New Orleans a little boosting? Only a few weeks ago the Northern papers had the city buried deep under water. As a matter of fact, at no time did the high water of the Mississippi affect us, and the late flood conditions in the upper part of the State will never occur again. With the government control of the levees New Orleans will become the most desirable residence and business location in the country.

New Orleans has undoubtedly a wonderful future before her. I believe she will eventually become the greatest port in the world. With the completion of the Panama Canal I look for the biggest business here in history in every particular line of business. The city will expand, as she has in the past, and we will have a municipality metropolitan in every respect.

Yours very truly,

LEWIS W. CONNOR,
(Gauche-Connor Co.)

FORMS AND SHAPES IN GLASS.

IN glassware, more than earthenware and metallic vessels, there is as a rule a very strict adherence to established forms. True, there are some slight variations, but the basic forms of goblets, wine glasses and tumblers remain the same from year to year. In decanters we follow the old forms of the Romans, even when we call it a water bottle. The lines within which a vase can be modified in width and height are well defined, and rarely departed from. In all other articles, the forms and shapes adopted centuries ago are most rigidly adhered to, not because, as is often supposed, there is any lack of originality on the part of modern designers, but because the old forms are best adapted to the particular use for which special articles are made.

The human mind, after all, is confined to very narrow limits when it comes to designing forms and

shapes, because it is possible to make only straight or curved lines and a combination or modification of each. A flowing curve or wave line, and a severely straight line, lie at the base of all designs, and the intermediates afford the only room in which designing genius can move.

Then the glassmaker is still further restricted. In blown ware there is a limit both as to size and shape. The glass must be shaped in a fluid or semi-fluid condition, and no part of the article to be made can be allowed to reach a cold state during the process of working. In pressed ware molds must be made so as to readily relieve the pressed article, and the plunger, which imparts interior shape, must be made so as to relieve itself.

Then, use also comes in to limit shapes. Take such a common article as a bottle, for instance. In all bottles on which interior pressure is exerted by their contents the old shapes have been adopted only after centuries of experience, and there are the best of reasons for existing shapes. A medicine vial may be square-shouldered and have a light and shapely ring, and even a thin panel is not objectionable. But a champagne bottle, which must stand the pressure of twenty atmospheres and hold a dense, deep and close-fitting cork, must have an arched bottom, even walls, thorough temper and a good-sized, evenly laid on ring. No square-shouldered bottle will stand the same amount of pressure as a round-shouldered bottle.

The minerals and sodas, which are used for effervescent, carbonated drinks, are made heavier than the same size of a bottle for holding still wines, not only because they are subjected to machine-filled, carbonated drinks which exert pressure, but because they are subjected to the roughest kind of handling and are filled two or three times a week.

The modern milk bottle, with its elongated neck and internal finish, is the result of twenty years of development. From a glassmaker's point of view there is no reason at all why a milk jar should not have a wider mouth, and from a sanitary point the interior finish is decidedly objectionable, being hard to clean, and offering a seat for deleterious sediment. But some cheap closure is necessary, and hence a clean paper cover held in position by a slight V-shaped interior finish, answers every purpose, and daily renewal of the cover at low cost excuses the objection against the interior finish. But, while the long neck of the milk bottle is objectionable from a glassmaker's point of view, it is an actual requirement on the part of the milk vender. That is the kind he wants, and, since he pays for the bottle, his preference becomes law. The reason he does not want a wider mouth and a wider neck on the bottle is that the cream shows up thicker in a narrow, long neck than it would in a wide, short neck, and that is reason enough for him.—*Glassworker*.

Among the Potteries

East and West

The "Ideal" is the latest plain dinner shape to be placed before buyers, and is the product of the D. E. McNicol Pottery Co. Burnished gold will be one of the treatments used in connection with a floral decoration. Exclusively controlled decals will probably be used on this new shape. The lines of the cover, sugar and cream are just a bit different from any other plain shape now on the market.

* *

Manufacturers of stoneware cooking utensils are going to have competition in the white ware trade. One manufacturer here has started to make some items at present made exclusively in stoneware, with the result that better and stronger goods have been created than is possible in stoneware. While prices will no doubt be a bit higher than asked for stoneware, the loss by breakage will be largely reduced.

* *

The Smith-Phillips China Co. report a good demand for their exclusive decal border treatments. While the white and gold lines are selling well, the demand for this class of goods is not as heavy as it was a year ago.

* *

T. A. McNicol, sales manager for the Potters' Co-Operative Co., has returned from Chicago, where he spent a week on business.

* *

George C. Thompson, of the C. C. Thompson Pottery Co., while carrying his home county—Columbiana—at the Eighteenth Ohio Congressional district primary election, May 21, lost the contest in the other two counties—Mahoning and Stark. McCullough, of Canton, O., is the republican nominee to represent the famous old McKinley district.

* *

Clarence Bauman, for several years general manager and in charge of the sales department of the Globe Pottery Co., retires from the concern May 31. His successor has not been announced.

* *

The Colonial Pottery Co. will have ready for the trade within a few weeks a new catalogue which will

contain a lot of information about the numerous lines left out of previous editions.

* *

Shaded colors in floral decal treatments may predominate during the coming summer and fall season. Some of the samples of this work shown for the first time this week created favorable comment among decorators and sales managers.

* *

The capital stock of the Cannonsburg (Pa). Pottery Co. has been increased from \$150,000 to \$250,000.

* *

A baby plate which is being ordered in gross lots, and at the same time commanding the highest price of any baby plate on the market, is that being shown by the D. E. McNicol Pottery Co. The letters of the alphabet are part of the design, and the treatment generally is of a character bound to attract the eye of the "youngster."

* *

Salesmen for the Smith-Phillips China Co. have all ended their late spring trips and have begun to arrange their sample lines to start out again within a few weeks.

* *

The East Liverpool Potteries Co. are showing a new sugar and cream set in a line of treatments that are proving very popular with large buyers and the department store trade.

* *

The W. S. George Pottery Co. will present several new shapes to the trade the coming season—plans with this end in view having already been taken up. The demand for all those brought out last year has been extensive.

* *

It seems too bad that after so many years of honorable manufacturing the Goodwin Pottery has been given up. James Goodwin was one of the pioneers in East Liverpool, and his sons, James, George, and Henry, were worthy successors. Then came in the younger generation—John Goodwin particularly making his mark. The pottery always made good ware, and for many years its C. C. was a

standard, particularly in the South. When they went into white and decorated goods they still maintained their reputation. The site is valuable, and there is talk of the city taking it for a high school.

RUN DOWN BY MOTORCYCLE.

STRUCK down by a speeding motorcycle as he alighted from a street car at Division and Grant avenues, Tacoma, Wash., Charles F. McGee, head of the crockery department of the Rhodes Brothers store in that city, was thrown forcibly to the pavement and injured so badly that he probably will be disfigured for life. His cheek bone was broken, his face cut open and his right eye badly bruised. He received a number of minor lacerations and bruises.

The accident is believed to have occurred because the little daughter of Mr. McGee started across the street to greet her father as he alighted from the car, and the motorcycle, which, according to spectators, was running at a high rate of speed, swerved towards the car tracks to avoid striking the little girl. The rider disappeared in the confusion.

AT CHICAGO.

THERE was very little activity in crockery, glass and allied lines the past week. The season is practically over, as far as Chicago is concerned, and the month of June promises to be dull. All dealers are looking forward to July, when new lines begin to arrive and sales for next season start in real earnest. With limited stocks in the hands of retailers everywhere, the trade here is of the opinion that next season will be a banner one in every way.

H. A. Marshall, of the Fostoria Glass Co., was absent from the city a few days last week on business.

A number of Chicago cut glass dealers attended the annual convention of the Illinois Retail Jewelers' Association held at Rock Island last week. They reported an enthusiastic meeting and a large attendance.

W. F. Fischer, of W. F. Fischer & Bro., jewelry and cut glass dealers, Chattanooga, Ill., was in Chicago recently and placed a number of orders.

The Western Stoneware Co., Macomb, Ill., which was recently re-organized, is now in charge of Charles D. Clark.

A verdict of "not guilty" was rendered in the case of K. Komornicki, charged with calling for mail at the Chicago post office that belonged to the American

Novelty Mfg. Co., 1944 West Lake street. Checks sent in the mail, it was charged, were cashed by Komornicki, who operated a business in Gary, Ind., under the name of the American Novelty Co.

John Schmelzer, of Centralia, Ill., was in Chicago the past week on a buying trip.

Takito, Ogawa & Co., Japanese importers, have enjoyed a large run of business this spring. T. G. Ogawa returned this week from a three months' business trip through Japan, and J. M. Takito expects to leave for the Orient in about ten days. This firm controls a number of factories in Japan, and one member of it is constantly on the ground.

The Mosaic Shade Co. have abandoned their down-town offices on La Salle street. Their office and salesroom is now at the factory. 448 Wells street.

HE TRIED TO BEAT THE INSURANCE CO.

I WAS claim adjuster for the Merchants' Union Insurance Co. at the time of the happenings herein set forth. Sam Crook had recently applied to our company for insurance in large amount. Sam was located in the wholesale district, and kept lamps, tableware and a large supply of cut glass. It was the cut glass which ran into the big figures. I went with one of the company's inspectors when the insurance was written. It was the grandest display I ever saw. Most of the ware was in long glass show-cases, and the samples inspected were of the finest workmanship. It was as pretty a sight as one would expect to find in fairyland. There were numerous electric lights in the basement, and the cut glass sparkled like trays of diamonds in a jewelry shop. It was a cold day, and I remember we did not take long for the inventory.

Well, in less than a week something happened. I was up town one evening in the lobby of the hotel where I was stopping, drinking in the music and watching the new arrivals, when I heard the fire engines passing outside. The fire was soon located, and then I remembered that Sam Crook was on our books, so I hurried down street to take a look myself.

It was a terrible night, the thermometer having dropped below zero. There had also been a heavy snow, and the car lines were blocked. You may call it premonition, intuition, suspicion, or whatever you like, but there was an impelling force which made me do a thing that night I never did before. I took my life in my hands to satisfy a curiosity and solve a mystery. Some of the big insurance companies had paid heavily by placing insurance on cut glass. There might be a meaning to it.

I noticed that the fire was gaining headway everywhere but in the basement. I also remembered that

it was in the basement that the valuable cut glass was stored. The engines were throwing lively streams into the windows on the upper floors and crowds were gathering, I observed Sam Crook in front of the structure, wringing his hands in despair. Then I quietly stole through an alley to the rear of the building and broke into the basement. As my feet touched the solid cement floor below the danger of my position was forced upon me. I could hear the uproar outside, and at intervals noted the glare made by the flames as they belched from the upper stories. I struck a few matches and looked about. The cut glass had all disappeared. Water was pouring down the stairways and the air was hot and stifling.

I made a hurried exit, at once hastening to Sam Crook, who stood surrounded by a crowd of sympathizers. I drew him aside and spoke a few words in his ear. You will be surprised to learn that he never presented a claim for loss sustained.

Crook had a way of turning out cut glass the quickest of anyone you ever heard of, and it would have been a cheap way of picking up a fortune if I had not gone deep into the affair at the start. The company would have been in the hands of a receiver if he hadn't been found out. As a mark of appreciation they promoted me to the presidency; which shows it pays to be on the job.

In groping about a room in a corner of the basement I ran into a vat of cold brine and a tank of ammonia, together with molds of various shapes and sizes used in the process. You will now guess what became of the cut glass. It simply melted, for it wasn't cut glass, but only ice.—*Cleveland Leader*.

CANADIAN SHIPMENTS.

THE following article on shipments to Canada will be read with interest. Of course, American potters and glass makers would not knowingly violate the law; and if any of them are ignorant of the requirements this will put them right.

Writing from Winnipeg, Canada, Consul-General John E. Jones says: "This office has been called upon recently in several instances to smooth out difficulties between the Canadian customs authorities and American shippers. In each instance, after investigating the facts, it was found that the American manufacturer had not strictly complied with the Canadian regulations governing invoices of goods from foreign countries. It therefore seems important to me at this time to call the attention of American manufacturers to the requirements of the Canadian customs law. To this end, I beg to call attention to the following form, with special reference to the headed column 'Fair market value as sold for home consumption at time shipped.'" Evidently this clause is not distinctly understood. It means that in this column the American manufacturer must place the price at which similar

goods are sold in like quantities in the markets of the United States. This is intended as a safeguard in connection with the dumping clause, which is also given below.

"The following is a specimen form of invoice approved by Canadian customs, January, 1910, for goods sold by exporter prior to shipment:

(Place and date) —, —.

Invoice of —, purchased by —, of —, from —, of —, to be shipped per —.

Marks and numbers on packages.	Quantities and description of goods.	Fair market value as sold for home consumption at time shipped.	Selling price to purchaser in Canada.	
			at	Amount

"The dumping clause in part reads as follows:

In the case of articles exported to Canada of a class or kind made or produced in Canada, if the export or actual selling price to an importer in Canada be less than the fair market value of the same article when sold for home consumption in the usual and ordinary course in the country whence exported to Canada at the time of its exportation to Canada, there shall, in addition to the duties otherwise established, be levied, collected and paid on such article, on its importation into Canada, a special duty (or dumping duty) equal to the difference between the said selling price of the article for export and the said fair market value thereof for home consumption; and such special duty (or dumping duty) shall be levied, collected and paid on such article, though it is not otherwise dutiable: *Provided*, That the said special duty shall not exceed 15 per cent ad valorem in any case.

"When an American shipper—or, in fact, any other foreign shipper—fails to include the price charged for similar goods for home consumption the customs authorities raise the total value of the invoice 25 per cent, and upon this added valuation assess the duty. This does not mean that the shipper will lose the added duty; for if he is able to prove to the satisfaction of the department of customs that an error has been made in the compilation of his invoice and then furnishes the information required, the additional duty is refunded. While this omission looks, upon the face of it, like a small matter, it has resulted in serious inconvenience to the buyers of American-made goods in Canada; and the attention of manufacturers and shippers generally is respectfully called to the importance of supplying all the information required by the Canadian customs.

"American manufacturers who are not conversant with the Canadian customs requirements are further referred to Tariff Series No. 24, 'Consular Regulations of Foreign Countries,' issued by the Bureau of Manufactures."

A PIECE of merchandise without a price ticket is a dead, meaningless thing, but with one it becomes an answer to an unasked question.

A LUSTY WESTERN INFANT.

WITH more than forty in attendance, much enthusiasm was displayed at the meeting of the newly-organized Chicago Association of China, Glass and Allied Trades at the Sherman House, that city, Friday evening, May 24.

Although only a month old, this organization bids fair to become a power in the local field. Membership up to date will total very nearly 100. The following plan of advertising the association was decided upon at the meeting: The executive committee was authorized to print and distribute cards among the retail trade containing the names of members, the lines carried, and their addresses. Large placards will be printed for display in the offices of members. It is thought that this plan will be of benefit to both the buyer and seller. H. A. Marshall, of the Fostoria Glass Co. who was one of those instrumental in the forming of the organization, is very confident of its success.

There will be no further regular meetings until next fall, but the executive committee will meet monthly and try and boom the membership, so that next season should begin with the organization in a most flourishing condition.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending May 18, 1912.

ANTWERP

4	packages chinaware.....	Strobel & Wilken Co
2	" glassware.....	"
147	" toys.....	"

BREMEN

24	packages glassware.....	J H Venon
6	" ".....	Strobel & Wilken Co
162	" ".....	Miscellaneous Orders
57	" earthenware.....	Geo Borgfeldt & Co
45	" ".....	Karl Hutter
35	" ".....	A Steinhardt & Bro
16	" ".....	Knauth, Nachod & Kuhne
32	" ".....	Miscellaneous Orders
18	" chinaware.....	Strobel & Wilken Co
104	" toys.....	Geo Borgfeldt & Co
2	" ".....	F A O Schwartz
6	" ".....	G W Travers
40	" ".....	F W Woolworth & Co
126	" ".....	Strobel & Wilken Co
173	" ".....	Miscellaneous Orders

GLASGOW

17	packages glassware.....	H A Rogers & Co
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LIVERPOOL

4	packages earthenware.....	The Rowland & Marsellus Co
3	" ".....	Maddock & Miller
81	" ".....	W S Pitcairn
33	" ".....	H C Edmiston
2	" ".....	Ed Butler
2	" ".....	J Wygand & Co
15	" ".....	George Hamilton
23	" ".....	Miscellaneous Orders

LIMOGES

96	packages chinaware.....	Theodore Haviland & Co
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HAMBURG

2	packages glassware.....	L Straus & Sons
24	" ".....	Strobel & Wilken Co
83	" ".....	Miscellaneous Orders
10	" earthenware.....	Bawo & Dotter
2	" ".....	Koscherak Bros
1	" ".....	O Goetz
12	" ".....	Herman C Kupper
11	" ".....	L D Bloch & Co
82	" ".....	Miscellaneous Orders
17	" chinaware.....	Strobel & Wilken Co
37	" toys.....	B Illfelder
28	" ".....	G W Travers
7	" ".....	C B Reuss
33	" ".....	Geo Borgfeldt & Co
6	" ".....	Samstag & Hilder Bros
151	" ".....	Strobel & Wilken Co
125	" ".....	Miscellaneous Orders

LONDON

7	packages toys.....	Geo Borgfeldt & Co
5	" ".....	F A O Schwartz
17	" ".....	Samstag & Hilder Bros
3	" ".....	Bawo & Dotter
21	" ".....	Strobel & Wilken Co
3	" ".....	Miscellaneous Orders

NAPLES

7	packages earthenware.....	H Creange
24	" ".....	Miscellaneous Orders

SOUTHAMPTON

10	packages chinaware.....	Bawo & Dotter
4	" ".....	Samstag & Hilder Bros
1	" ".....	Miscellaneous Orders

KOBE

47	packages chinaware.....	A A Vantine & Co
339	" ".....	Knauth, Nachod & Kuhne
572	" ".....	Morimura Bros
55	" ".....	L Straus & Sons
1,156	" ".....	Miscellaneous Orders

TRIESTE

13	packages toys.....	Strobel & Wilken Co
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IMPORTS AT PORT OF BOSTON.

LIVERPOOL

40	packages earthenware.....	Jones, McDuffee & Stratton Co
86	" ".....	Mitchell, Woodbury Co
8	" ".....	F W Woolworth
2	" ".....	Richard Briggs & Co
10	" ".....	A W Chesterton
7	" ".....	American Express Co
33	" ".....	Miscellaneous Orders

MANCHESTER

2	packages earthenware.....	F L Carbone
8	" ".....	R F Downing & Co

HAMBURG

8	packages earthenware.....	Jones, McDuffee & Stratton Co
1	" ".....	L E Knott Apparatus Co
56	" ".....	F W Woolworth
2	" ".....	R H Stearns Co
1	" ".....	W N Proctor & Co
10	" ".....	Houghton & Dutton
7	" ".....	F Behrend & Co
4	" ".....	Patterson, Wyld & Co
78	" ".....	First National Bank
42	" ".....	L Wolf & Co
17	" ".....	American Express Co
24	" ".....	Jordan Marsh Co
1	" ".....	Stone & Downer Co
5	" ".....	R F Downing & Co
71	" ".....	Geo Borgfeldt & Co
76	" ".....	Miscellaneous Orders

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity

At least two glass manufacturers secured good business as a result of the Knights Templar Conclave being held in Pittsburgh this week. The Ripley Co. was given an order from two Com-manderies for 10,000 goblets, to be used as souvenirs, and a Wheeling firm received an order for 5,000 iridescent mugs. Whenever any of the Masonic bodies have a gathering of importance in Pittsburgh the rule is to give the visitors souvenirs of glass in some form.

It is now stated that construction on the new Monongahela House will not start before August 1.

The plan to have a glass factory at East Liverpool will not down, and the Boosters' Club of that place, of which William Ruhe, is the head, added a few more coals to the boom fire during the past week. A large buyer of blown glassware in the Pittsburgh district has taken the matter up with the club, and it may be that the deal will go through at an early date.

H. M. Anderson, assistant to H. M. Kelly, manager of the St. Louis office of the United States Glass Co., who was here visiting the home office for several days, has returned to St. Louis.

One of the callers in the district last week was Louis Fritz, glass buyer for Butler Bros., who is placing orders for fall goods, stipulating early delivery. Numbers taken on now must be shipped out during the next two months, so that they can be included in the large fall catalogue of this house.

The summer resorts are ordering liberally of souvenir glass novelties. Some of the specialties are selling better this season than during 1911.

Pressed bar glassware has an extremely heavy demand just now, and a great many sales managers report they are filled up on certain numbers.

Some of the glass manufacturers in this locality are getting out of the beaten path in the matter of seeking new trade, and are getting after the hard-

ware dealers all over the country. Some of the first calls have paid the salesmen well.

Blown tumblers are moving finely—soda and beer tumblers having the heaviest call of the year.

The United States Glass Co. reports a good demand for its new butter jar, which the sales department claims is "just the thing to fool the flies." It is absolutely sanitary, and is made so that it "just fits" a pound print of butter.

All arrangements have been completed for the summer meetings of the glass associations. Both will be held at Atlantic City, as heretofore. The Pressed and Blown will gather at the Marlborough July 23, while the Amereican Association of Flint and Lime Glass will meet at the Heinz Pier July 22.

President George Mortimer, of the Mortimer Glass Co., has returned from an Eastern trip, and reports a good demand for staple lines as well as for a number of specialties he carries. The iridescent items are having a very good call.

Construction of the new office of the Jefferson Glass Co. at Follansbee, W. Va., has been started, and it will be rushed to early completion. The demand for the new effects in lighting glassware at this plant is stronger than at any time since the manufacturing of these lines was started.

W. H. Deidrick, of the Deidrick Glass Co., Rochester, Pa., spent several days last week in the Wheeling district hunting goods for prompt shipment.

William J. Patterson, sales manager of the Star City Glass Co., and H. P. Knoblock, formerly sales manager for the Colonial Pottery Co., East Liverpool, but now manufacturing household articles, will leave for a trip to the Pacific coast in July. They will go via the Southern route and return by the Northern trail.

The Monongah Glass Co., at Fairmont, is exceptionally busy on its blown and stemware lines, both cut and etched patterns selling well. Every depart-

ment of this plant is working to capacity, and in order to take care of the increasing business additions are contemplated.

The Rochester Cut Glass Co. is showing several new cuttings on tumblers—a specialty with this concern. The effort to have designs different from any others on the market has been quite successful.

SALESMEN'S ASSOCIATION NOTES.

At a meeting of the Board of Management of the Pottery, Glass and Brass Salesmen's Association, May 23, the following were added to the membership: Wm. Grieser, with L. H. Mace & Co., New York; Wm. F. Handel, with the Handel Co., Meriden, Conn.; Edward T. Davis, secretary of the H. C. Fry Glass Co., Rochester, Pa.; Herbert Ailes, treasurer H. C. Fry Glass Co., Rochester, Pa.; Berthold Lechner, president of the Josef Inwald Glass Co., New York; Carl F. Beurer, with Walbridge & Co., Buffalo, New York; W. C. Newland, with Geo. Borgfeldt & Co., New York; Wm. R. Claffin, with Krantz, Smith & Co., Honesdale, Pa.

The death claim of John C. Hawkins, No. 1140, was ordered paid.

The standing in the Watch and Fob Contest is as follows: M. K. Lindner 37, L. D. Seixas 4, Paul M. Phillips 4, H. C. Bedlington 3, R. E. L. Wells 3, H. S. Clarke 2, John H. D. Rowan 2, Thos. G. Jones 2, A. A. Bean, W. M. Rogers, Geo. A. Boomer, H. J. Gute, W. W. Magee, W. Q. Wilcox, George Hamilton, F. M. Taylor, Chas. B. Konzelman, Edward Butler, H. D. Carey, John Nixon, A. J. Tourangeau, Wm. Dealing, W. Tracy Bergen, E. R. Thieler, H. R. Handy, W. S. Creveling, F. W. Primrose, 1 each.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMEN WANTED—Men who call on the house furnishing, crockery, glass, china, lamp, toy, trunk, bag and sporting goods trade in Greater New York and vicinity, to handle house-furnishing specialties and kindred lines. Good opportunity for live men. Address N. H. F. T. E., this office.

BUSINESS OPPORTUNITIES.

GENERAL AGENCY.—Which wholesale glass business will take over the sale of droppers—indispensable articles in hospitals, for physicians, chemists and private persons? Address offers to F. TOPANTE, Gnarrnburg (Germany). Correspondence in German if possible.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

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CROCKERY & GLASS JOURNAL

NEW YORK JUNE 6, 1912.

THE CONDITION OF BUSINESS.

Trade has settled down to the normal New York summer quietude. As usual, with the coming of Memorial Day active buying ceases for awhile. There is always a demand for odds and ends and matchings, but few buyers take large quantities until after the first of July.

The New York warerooms are almost deserted, and the travelers who have come back from the road find little to do beyond planning their vacations.

Our reports from the potteries are to the effect that while very little new business came in during the week, all are working on orders.

Glass factories continue to be busy on back orders, together with new favors due to the approach of the annual shut-down. Even cut glass, which has been active all the season, is now very quiet.

Hardly anything is being done in the lamp line. It was expected that there would be some buyers in the market before this, but very few have materialized.

There has been a little demand for housefurnishing goods, but no rush.

Retail trade in the city is quiet. There has been a little demand for the replenishment of summer cottages, but no more than ordinarily at this time.

Country retail trade is better. With the opening of the summer resorts has come a demand which the dealers are filling from stock.

Returning travelers all speak hopefully of the coming fall. Stocks are light, import orders were light, and the fact that the wholesalers throughout the country have done well in the last two or three months indicates that their supplies will soon be exhausted. The stock houses here and the domestic manufacturers ought to have a good business as soon as the vacation season is over.

Statistics concerning the general trade of the

country still continue favorable. The fruit and berry crops, though late, are abundant. Warm weather has advanced vegetation rapidly, and the crop outlook is splendid.

While the political aspect is not pleasing, very little is heard in the trade on the subject. Usually in a Presidential election the candidates are thoroughly discussed. This year what little is said takes the form of disgust at the acrimony shown in the debates. Merchants know that the country will go on, no matter who occupies the Presidential chair, and they are very properly paying more attention to business than to politics.

While domestic potteries in Ohio are reporting business as "fairly satisfactory," it is not denied that every manufacturer could handle a considerable amount of new orders and still not crowd the shipping and clay departments. In some instances activity is reported, but as a whole the pottery business can only be set down as above.

More or less dullness is evident in the tableware branch, but with the blown and stemware factories business is at fever heat. It is hard to get complete shipments of the two latter lines from any factory manufacturing them. Specialties are going well, and the demand for jellies is increasing with the approach of summer.

BAWO & DOTTER OUTING.

THE annual outing of the employes of Bawo & Dotter, which has been skipped for the past three years, is to be revived, and on Saturday, June 15, the entire force, including the ladies, will go to Witzell's Grove, College Point, for a good time. Max Goerke and W. H. Schreiber are managing the affair, and Doorman Meyer will have charge of the

refreshments. There will be a bowling contest (Mr. Meyer being promised a special prize if he makes more than two hundred pins), a baseball game between the salesmen and the office force, impromptu foot races, and other games.

AT BOSTON.

GENERAL business is quiet, and in some cases even dull. Decoration Day broke up the week for many, coming as it did on a Thursday, causing many to take a four-days holiday.

H. L. Jones, conducting a variety store at Palmer, Mass., was in town this week renewing stock, in crockery and glassware.

George W. Beal's local representative, Herbert A. Wellington, has been going over eastern Massachusetts territory with pleasing results from an order viewpoint. He is optimistic over the outlook.

Edwin J. Tucker has returned from a satisfactory scouting expedition through western Massachusetts and Connecticut for Chase & Francis, and "Genial Joe" Pindar has returned from Pequaket with convincing proofs of his piscatorial skill.

Two Western glassware salesmen visiting the Boston coterie were Frederick Farrell and Charlie Delacroix.

George E. Homer, 45 Winter street, carrying a well-varied line of cut glass, etc., has purchased the entire business of F. M. Nichols, 63 Main street, Taunton. Mr. Nichols will assume the position of manager at the Boston end.

F. W. Fisher, of the F. E. Nelson Syndicate, Haverhill, Lawrence, etc., has left Boston for Mt. Clemens, Mich., where he will enjoy the benefits of hydro-therapy.

Clifford Myers, salesman for the Mitchell, Woodbury Co., has returned from Cleveland and intermediate trade centres.

Richard H. Stearns, head of R. H. Stearns Co., has departed for European centres, where he will purchase extensively for the firm.

Isaac Goldstein, Ware, Mass., has enlarged his store, putting in a substantial line of crockery, glassware and kitchenware.

Many of the larger department stores are conduct-

ing special sales of cut glass for June wedding gifts this week. A. Stowell & Co. and the Houghton-Dutton Co. have some unique patterns.

Arthur Moisant, specializing on kitchen-ware, Clinton, visited the Boston trade this week.

Forrest V. Noel, formerly road salesman for the New England end of the Roseville Pottery Co., under Charles M. Acher, manager, is experiencing merited success in his new Western venture.

Harry B. Hollis, agent for the Niagara Cut Glass Co., was visited last week by the vice-president of the company, C. B. Warner.

Buyers visiting Boston this week were: Charles Y. Willcox, New Bedford; George W. Alden, of the George W. Alden Co., Brockton; Charles Eaton, of Eaton & Whipple, Fitchburg; Henry Davis, Rockland, Me.; Frank H. Lamson, Exeter, N. H.; James Kershaw, Fall River; John W. Shepard, for T. W. Rogers Co., Lynn.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g May 18, '12	Correspond- ing period 1911	Exports Jan. 1 to May 18, '12	Correspond ing period 1911
Boston ...	49	335	2455	3238
New York ...	209	168	2910	3456
Baltimore		434	2774	5061
Philadelphia...	31	83	1346	2107
New Orleans....	10	7	299	364
Newport News...	3		48	26
San Francisco ..	22	61	477	91
Portland (Me.)...			608	545
Galveston			219	439
Portland (Or.)..			65	....
Inland Points ..	10	33	209	834
Total	334	1121	11410	16161

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g May 18, '12	Correspond- ing period 1911	Exports Jan 1 to May 18 '12	Correspond ing period 19 1
New York	209	168	2979	3232
Boston	49	335	2455	3177
Philadelphia....	31	85	1335	2083
Baltimore		434	2774	5056
San Francisco ..	22	61	477	91
New Orleans. ...	10	7	302	313
Portland (Me.)...			693	389
Galveston			219	439
Newport News ..			45	26
Portland (Or.)...			65	....
Inland Points	11	....	215	211
Total	332	1090	11559	15017

The New York Crockery and Glass District.

The Clinton Cut Glass Co. is showing an excellent line of floral cuttings in the showroom of W. F. Upham, 64 Murray street. The designs are well thought out and fully cover the blanks. The mitre cutting designs, too, are good. But the most interesting thing about both styles is the price.

Fifteen hundred more of the striking dockers in England went back to work this week, and the employers declare that the strike has collapsed. It is said that sufficient men to handle the necessary shipping have returned and that a steady improvement is expected. This will relieve the minds of importers, who have feared that their shipments might be delayed.

Edward Unger, representing the United States Potteries Co., is to move his showrooms July 1 from 76 Park Place to 38 Murray street, where he is taking part of the space now occupied by W. R. Demorest.

The Beaver Valley Glass Co. has just sent to Fred Skelton a new line which is a little departure in the way of ornamentation from anything they have done before. On one of the three sides of a claret jug ten inches high is shown the god Pan; on another side Music is depicted, and on the third Terpsichore. These figures are etched and very well done. The glasses are decorated to match.

The colonial bowls with fluted sides manufactured by the Tarentum Glass Co., and shown at their New York headquarters, are made in various sizes and may be used for fruit or as rose bowls, and the smaller sizes make very handsome sponge cups.

Annin N. Khouri is showing a remarkable line of perforated brass lamps, mainly fitted for electricity. These goods are made in Damascus, Turkey, and are purely oriental in character. The amount of work on these goods is remarkable, and the designs are very fetching. There is an interest in goods from

the Orient because of their peculiar designs, and lovers of dens, cozy nooks and corners find this kind of ware admirably adapted for the purpose. But the use of the goods is not confined to these particular places. They are adapted for parlors, libraries, halls, in private homes as well as for public institutions. They are very much out of the ordinary, and their like is not to be found in any other establishment in the country, so far as we know.

A spectacular blaze broke out at 79 Murray street at 7 30 last Monday night. Neidlinger Bros., glassware, were completely burned out.

The Fostoria Glass Co. have sent samples of a new vase in three sizes to John Nixon. The severe plainness of them constitutes their beauty. Tapering from the bottom to a gracefully-flared top, nothing could be better for cut flowers. The variety in vases is very large, but there is always room for more when they are as good as this latest addition.

In the Crockery Exchange Building the other day several agents and their assistants were discussing fires, and someone asked what would be the best thing to do if a fire occurred in a waste-paper basket. One suggested turning it upside down; another stamping it out; others thought it best to wait until the heat was strong enough to cause action in the automatic sprinklers with which the building is equipped. Not one thought of the fire buckets that hang in each corridor, all ready for such emergencies. They pass them many times a day, but it is very doubtful whether many of them know of their existence, although they are in full view and painted a flaring red.

The Duncan & Miller Glass Co. have sent word to Paul Joseph that the furnace which broke down about May 1 has been thoroughly repaired and is now in full swing. They are consequently prepared to take care of orders as usual.

ANNUAL GOLF TOURNAMENT.

THE question now before the golfers of the District is when and where shall the annual golf tournament be held, and how many players will take part in it? J. Meredith Miller, the moving spirit last year, is anxious to get the names of those willing to participate. The attendance at the last one was not as large as wished, and it is to be hoped that the golfers in the trade will do their best to play this time. Many of those taking part in previous years are very enthusiastic, so a representative crowd is expected. The CROCKERY AND GLASS JOURNAL will give the Trophy as usual. Send in your name to Mr. Miller.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
June 4, 1912.

ANTWERP

235 packages glassware.....	B Gunthel
6 " "	A Berger & Co
11 " "	C J Dierckx & Co
19 " "	Fensterer & Ruhe
6 " "	Strobel & Wilken Co
96 " "	Miscellaneous Orders
44 " earthenware.....	L Straus & Sons
38 " "	G F Bassett & Co
78 " "	Geo Borgfeldt & Co
24 " "	Bawo & Dotter
2 " "	Gr ham & Zenger
12 " "	DeKeyser & Co
7 " "	Koscherak Bros
104 " "	Miscellaneous Orders
41 " chinaware.....	Vogt & Dose
4 " "	Strobel & Wilken Co
2 " "	Miscellaneous Orders
10 " toys.....	F A O Schwartz
6 " "	Frank & Co
15 " "	Strobel & Wilken Co
65 " "	Miscellaneous Orders

BREMEN

20 packages chinaware.....	Strobel & Wilken Co
93 " toys	" "

BORDEAUX

589 packages chinaware..	Haviland & Co
30 " "	L Straus & Sons
45 " "	Herman C Kupper
39 " "	H Creange
71 " "	Miscellaneous Orders

COPENHAGEN

29 packages earthenware..	Bawo & Dotter
21 " "	Miscellaneous Orders
47 " chinaware	J H Vencn
50 " toys....	Geo Borgfeldt & Co

FIUME

19 packages toys	Strobel & Wilken Co
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GLA-GOW

18 package glassware	H A Rogers & Co
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HAVRE

35 packages chinaware ..	Wm Guerin & Co
28 " "	L Straus & Sons
10 " "	C L Dwenger
11 " "	H R Churchill
1 " "	J H Vapon
18 " "	Miscellaneous Orders
161 " glassware.....	E Utard

HAMBURG

2 packages glassware	Fensterer & Ruhe
11 " "	O O Friedlander
6 " "	W R Noe & Sons
100 " "	Miscellaneous Orders
54 " chinaware.....	Strobel & Wilken Co
43 " earthenware	Bawo & Dotter
11 " "	E R Theiler
14 " "	F Bing & Co
54 " "	O Goetz
1 " "	Koscherak Bros
7 " "	L D Bloch & Co
92 " "	Miscellaneous Orders
28 " toys	B Illfelder
2 " "	Geo Borgfeldt & Co
17 " "	Samstag & Hilder Bros
1 " "	C B Rouss
46 " "	Strobel & Wilken Co
89 " "	Miscellaneous Orders

LIMOGES

87 packages chinaware.....	Theodore Haviland & Co
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LONDON

18 packages toys.....	Strobel & Wilken Co
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LIVERPOOL

3 packages earthenware.....	The Rowland & Marsellus Co
12 " "	O Goetz
42 " "	R Slimmon & Co
1 " "	J Davison
6 " "	L Straus & Sons
13 " "	G F Bassett & Co
21 " "	Meakin & Ridgway
40 " "	Maddock & Miller
19 " "	H C Edmiston
16 " "	E Boote
23 " "	Geo Borgfeldt & Co
28 " "	Miscellaneous Orders
16 " chinaware.....	W S Pitcairn
11 " "	F W Woolworth

ROTTERDAM

76 packages earthenware	Geo Borgfeldt & Co
40 " "	Lazarus & Rosenfeld
14 " "	L D Bloch & Co
155 " "	Miscellaneous Orders
254 " toys.....	B Illfelder & Co
31 " "	F A O Schwartz
25 " "	Samstag & Hilder Bros
108 " "	A Steinhardt & Bro
16 " "	Miscellaneous Orders

TRIESTE

10 " "	B Illfelder & Co
3 " "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

44 packages earthenware.....	Jones, McDuffee & Stratton Co
6 " "	Mitchell, Woodbury Co
5 " "	A W Chesterton
11 " "	Meakin & Ridgway
4 " "	Rowland & Marsellus Co
9 " "	American Express Co
6 " "	E Boote
5 " "	Miscellaneous Orders

ANTWERP

103 packages earthenware.....	Jones, McDuffee & Stratton Co
2 " "	Stone & Downer Co
18 " "	American Express Co
119 " "	L Wolf & Co
8 " "	Mitchell, Woodbury Co
150 " "	Miscellaneous Orders

COPENHAGEN

5 packages earthenware.....	Miscellaneous Orders
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LONDON

1 package earthenware.....	F W Smith
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MERCHANDISING DEPARTMENT.

[This department is carried on in the interest of buyers, particularly out-of-town men who cannot visit the market every day and who may not be able to get around to all the manufacturers' showrooms, yet are looking for special goods that are bargains. Nothing will appear here that has not some special or attractive feature, the main one being price. In writing to the 'Merchandise Editor' for particulars please quote the number of the item that you are interested in.]

MANY of the items for sale where large quantities have been listed and the privilege accorded to buyers to take what quantities they could handle are still appearing in this column, as there are still some on hand. In many instances the first purchase has been immediately followed by another and larger, so excellent have been the values offered. It is well not to delay too long, as disappointment may result; even those remaining at time of publication may have been snapped up, as has happened repeatedly. Everything listed here is of more than exceptional value.

ON SALE.

A 98—48 sample mirror plateaux varying in size from 8 in. to 20 in., different styles, with ornamental mountings, silver-plating guaranteed, beveled and beaded glass mirrors. Also 14 sample trays in sizes from 8 x 10 to 16 x 20, same design as plateaux above. All these trays and plateaux are offered at 15 per cent discount off the regular price list in order to clear them out to make room for new samples about to be shipped. These are all high class wares, and would make a good assortment to help round out a sale.

A 96—150 12-inch mirror plateaux at \$8.40 per doz. 36 14-inch mirror plateaux at \$12 per doz. All have beveled glasses and polished silver finished frames on high feet. These are particularly good value, and as there is only a small quantity speedy action is advisable. Quantities to suit buyer.

A 97—75 3-pint cut glass jugs at 64 cents each. Decorated with a fine buzz star pattern well cut on A1 lead blanks. Three-fourths are cracked or checked at the top of the handle, but not very noticeably. Will close out the lot for \$48 net cash. Regular barrel charge, f.o.b. factory. An excellent bargain for a special sale.

A 79—15 three-pint water jugs, light blown, with an exceptionally handsome floral cutting, marguerite motif, well worth \$1.75 each, will clear the lot for \$1 each. These with seven and a half dozen tumblers listed at 70 cents, same design, and fifteen plateaux listed in this column at \$5 a dozen, would make a wonderfully attractive "wedding gift" offer. Thus the set of six tumblers, a water jug and plateau would cost \$1.77 and would be very cheap to retail at \$3.

A 84—650 pieces of the well-known "Schlegelmilch" ware, import samples, consisting of fancy salads, cake plates, sugars and creams etc., at less than the regular import price. A purchaser of this line has an opportunity of getting ahead of the market and showing it first and saving money too. Quantities in assortments to suit will be made up.

A 92—Only four cases left. Berry sets of fine Japanese china, liberally traced with gold and hand-painted. 24 sets in a case, 6 different styles in each. Special price in case lots 68 cents set.

A 93—100 doz. light blown lead tumblers, pretty rose cutting, at 62 cents per doz., f.o.b. New York. Barrels extra.

A 94—100 doz. light blown tumblers, cherry design in light cutting, 62 cents a doz., f.o.b. New York. Barrels extra.

A 95—100 doz. light blown lead tumblers, clustered grapes and vine decoration in light cutting, 63 cents a doz.

The foregoing three numbers are the best bargains that we have seen.

A 85—Assorted package of specialties—vases, bon-bons, mayonaise dishes, sugars and creams, fancy mustard pots, cups and saucers, extra tea size. Not an article worth less than \$4 a doz.; many are worth \$6. Six of each item in a package. Offered for \$2 a doz. in 6 doz. packages, or \$12 a lot; f.o.b. New York.

A 83—Seventy-five per cent of the following matt green jardinières, many embossed and footed, and all good shapes, have been sold, but there are still enough left for one or two fair shipments of the assorted line. The manufacturer, who is particular in selecting his regular goods, offers these as more or less imperfect:

6 doz	5 in.	at \$.85 doz.	regular price	\$2.00 doz.
6 "	6 in.	at 1 20 "	"	2.50 "
6 "	7 in.	at 1.80 "	"	4 00 "
6 "	8 in.	at 2 50 "	"	5.50 "
20 "	9 in.	at 3 75 "	"	6.50 "
20 "	10 in.	at 6.00 "	"	8.00 "
20 "	12 in.	at 9.00 "	"	24.00 "
12	umbrella stands,	matt green, at \$9 doz.; regular price \$24 doz.		

F.o.b. factory; no charge for package. Quantity to suit buyer.

A 86—Assorted packages containing cups and saucers, milk mugs, oatmeal bowls, plates, pin trays, covered bon-bons, peppers, salts, all excellent and novel decorations. Just the thing for a seaside resort. No article worth less than \$2 a doz.; many worth \$2.50. One doz. of each article in a package at \$10.50 per package; f.o.b. New York.

A 68—A Japanese firm has 180 water or lemonade sets, with pretty rose decorations heavily gold stippled at top, also violet design and gold, consisting of a half gallon jug of fine thin Japanese china and six handled cups. The usual price for these is \$1.37½, but in order to clear them out they will sell this lot at \$1.12½ in sets of 36. No charge for package or freight.

A 71—The greatest bargain in the trade is a subscription to the CROCKERY AND GLASS JOURNAL for one year, \$2. Send in your application immediately.

A 88—One of the largest glass manufacturers in the United States whose reputation is beyond question offers the following bargains in regular lead blown tumblers to close out:

5	barrels,	17 oz. capacity,	straight,	at 50c a doz.
7	"	18	"	50c "
23	"	19	"	60c "
24	"	20	"	70c "
6	"	7½	concave,	25c "
8	"	8	"	25c "
32	"	12	taper,	35c "
18	"	17	"	50c "
5	"	7	straight,	25c "
5	"	10	"	30c "
13	"	11	"	30c "
15	"	12	"	30c "
13	"	8	fruitina	25c "
4	"	12	"	35c "

F.o.b. New York. Barrels 50 cents each. The firm making this offer is favorably known from one end of the United States to the other.

A 70—A retailer is overloaded with Economy fruit jars, and, wishing to reduce his stock, offers 15 gross pint size, 25 gross quart size, and 5 gross two-quart size, at a reduction of 20 per cent. off the 50-gross price.

A 75—320 doz. cut glass tumblers bearing delicate and artistic floral designs. Light lead blown, 9 oz. Would be cheap at 75 cents doz. May be had in quantities to suit buyers at 65 cents doz. This is the best value in light cut tumblers we have ever seen offered, considering the quality. No time should be lost in making application.

A 76—A Western potter is offering 100-piece dinner sets, Western composition—no soup tureen—every piece gold-lined, with four spray decoration, either plain or scalloped shaped, at \$4.75 per set. Usual charge for packing and freight.

A 77—At a bargain—100 pieces highly finished and polished lead cut glass, consisting of

24 8 inch bowls	12 6 in handled nappies
6 celeries	5 orange bowls
15 baskets	5 two-handled comports
10 spoon trays	6 oils
4 3 pint jugs	5 10 in vases
3 sugars and creams	

Regular price \$175. To be closed out at \$142.60, f.o.b. factory. Regular package charge.

A 78—20 doz. light blown saucer champagnes, cut with graceful grape and vine designs, worth \$2 a doz; will take \$1.80 to clean out. This is a clear saving on a staple article.

A 82—A manufacturer makes the following exceptional offer: 4,000 pieces solid gold and gold-lined and silver-plated china, including cream and sugar sets, candlesticks, hatpin and pepper sets, card holders, violet holders, shaving mugs, individual salts, mustards, hair receivers, coffee pots, fern jars, ash receivers, handled olives, powder boxes, extra creams, teapots, ash trays, etc. Will close the entire lot out at fifteen cents each, f.o.b. factory: no package charge. Samples and photographs sent on request. Everything in the above assortment, except salt and pepper shakers and toothpicks, cost in the plain white china more than the price they are offered at. The teapots

and some other items cost from \$4.50 to \$9 a doz. in the plain white.

A 80—100 doz cut glass light lead blown tumblers with a beautiful floral design, marguerite motif, well worth 80 cents a doz; will sell at 70 cents to clear out, in quantities to suit purchasers. Don't hesitate to order these; they are a bargain.

A 81—A subscriber writes: "We are loaded in our wholesale department with Way Kuk cooking bags and will offer same in one hundred lots at 10 cents a package—\$10 a hundred packages. All in good, clean shape."

MERCHANDISE WANTED.

57—One of our subscribers wishes prices on a quantity of eikhorn handled beer mugs, blue underglaze.

47—Here is an excellent opportunity for some enterprising pottery. A subscriber writes: "I am wanting a price on gold band goods, to be shipped in assortments; can use from five to ten thousand during the months of August and September if I can get the proper price."

49—Several firms have requested that we secure for them a line of cut glass seconds for a sales proposition.

50—Wanted, a quantity of cheap glass jars, on the order of Mason jars, with glass tops, for holding a soapy compound; quart capacity. Must be cheap. If these are satisfactory and meet the requirements orders for carloads will be forthcoming.

51—A subscriber writes: "I am in the market for a line of handled beer mugs popularly called Bohemian mugs. The pattern is fluted like the old Huber shape and of squat proportions. These are wanted in 5, 8, 10, 12 and 14 oz.

53—A Canadian desires quotations on one- to five-gross lots of 3 to 3½ oz. individual glass serving marmalade jars. These jars should not have screw top. The inquirer will need five gross monthly.

54—24,000 bowls 6½ in., 3,400 cups, 1,000 bread plates 8½ in., 10,000 butter and cheese plates 7¼ in., 500 individual butter plates 2½ in., 20,000 dinner plates 9 in., 13,000 soup plates 9 in., 2,500 saucers, 9,000 vegetable dishes 9⅞ in. For particulars and specification blanks apply to CROCKERY AND GLASS JOURNAL. This should be acted upon at once.

Should you desire additional information regarding any of the special offers in our Merchandising Department, fill out and mail us the coupon printed below.

Please send me further particulars regarding
No. in the issue of "Crockery and Glass
Journal" dated

SUES FOR \$725,669.

SUIT for the recovery of \$725,669 from the Sperry & Hutchinson Co. has been begun in Newark, N. J., by the Atlantic and Pacific Tea Co. on the allegation that the sum represents a shortage in the value of merchandise given by the defendant company to redeem its stamps. It is alleged that under an agreement between the Atlantic and Pacific Tea Co. and the Sperry & Hutchinson Co. the latter was to redeem its stamps by exchanging \$1.18 worth of merchandise for 99c stamps. Instead of a \$1.18 value, it is charged, the Sperry & Hutchinson Co. turned over goods worth only about half of that value.

THE GOODWINS.

THE last work has been done at the plant of the Goodwin Pottery in East Liverpool, O. Shops have been closed and the valuable property has been offered to the Board of Education as a site for the proposed new high school building.

The Goodwin name has been connected with the American potting industry for more than half a century, and in all that time it has been synonymous with square dealing, good ware and business integrity.

The first of the name to find prominence in America was John Goodwin, a sturdy British potter who came to America in 1842. Knowing much that the struggling industry in East Liverpool needed to know, he found steady employment with Edward Bennett, the pioneer potter, who was conducting a small plant along the Ohio river shore at that time.

The first Goodwin in America soon absorbed the ideas of the new country, and realizing that the industry had a future if it was rightly conducted, worked industriously for Mr. Bennett for two years. Then he, too, became a manufacturing potter. His beginning was small, but he had good health, a thorough knowledge of potting and unbounded ambition. These qualities, combined with a small capital, allowed him to construct a pottery, which, by the way, is still standing and is used by Mountford & Sons for the manufacture of potters' supplies. Here John Goodwin worked and planned and laid the foundation of his future success, for in 1853 he had reached that point where he could dispose of the old pottery to advantage.

So well had John Goodwin prospered that he built what was called the Novelty Pottery Works in what was then the outskirts of the village, but is now the very heart of the manufacturing district, and is now a part of the D. E. McNicol pottery. Needless to say, the venture was a success.

John Goodwin was a trader as well as a potter. He believed he saw better opportunities for success

nearer tidewater, and in 1868 he sold his new pottery and with his eldest son moved to Trenton, where he formed a partnership known as Taylor, Goodwin & Co. However, the eldest Goodwin was never quite satisfied with the Eastern country. His first success had been won west of the Alleghenies, and he longed to return. So in the early seventies he withdrew from the company and returned to East Liverpool.

Here had been erected a short time previous a fine pottery plant on Broadway, now a busy section of the fast growing ceramic community. This he bought. Up to this time Mr. Goodwin had devoted his attention largely to the making of Rockingham and yellow ware, the staple articles of early East Liverpool potteries. But while he was in Trenton his pottery had made white granite. Mr. Goodwin saw the possibilities of making and marketing a superior line of this grade of ware, and he lived long enough to see his latest East Liverpool venture established on a firm footing.

Upon Mr. Goodwin's death in 1875, his sons, James H., George S. and Henry Goodwin, took up the business under the name of Goodwin Bros. They enlarged the plant, began the making of a fine grade of C. C. and pearl white, and soon gained a reputation second to none. Their trade was very largely in the South, and the Goodwin name became very well known through all the States and in the principal markets on that side of the Ohio river. The partnership prospered, and in 1893 the business was incorporated under the name of the Goodwin Pottery Co., with James H. Goodwin, then head of the family, as president. Mr. Goodwin died in 1896, and his sons, John S. and Charles F. Goodwin, became actively identified with the company. The former died in 1909.

After making the staple line of ware on which it had built its reputation for many years, the company in 1907 changed its body to semi-porcelain. This grade was being made when there came the announcement of a discontinuance of operation.

The Goodwin name has been so long identified with American pottery that it seems scarcely possible it will disappear from the trade, even though the company as it has been constituted is to pass out of existence. The Goodwins did much for the industry, and the passing of the concern will be deeply regretted.

CUT GLASS MEN ON STRIKE.

SO far the following Brooklyn cut glass factories are shut down: Thos. Shotton, Thos. B. Campbell, Emil Kupper, John Nelson, Kings County Cut Glass Works, Kellner & Monroe, Ryan & Co. Negotiations are pending between the manufacturers and workers, and it is believed that a settlement will soon be reached.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware Toy, Bric-a-Brac, Fancy Goods and allied trades,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 6, 1912

WILL the owner of a china clay mine in Brazil who desires to open negotiations with potters in this country kindly send us his address?

BUYERS these days are apt to crowd a factory by requests for immediate or quick delivery. Putting off to the last minute the ordering of goods seems a weakness with some people. We wish to remind dealers and managers of crockery and glass departments that about July 1 the glass factories shut down for a week or two, and if they desire goods for July and August sales they should lose no time in placing orders. Besides this, in extremely hot weather a factory cannot turn out its full capacity. The men become exhausted and are unable to do full turns. Look a little ahead, gentlemen! It will be better for all concerned.

SEEKING NEW OUTLETS.

SALESMEN can be of great use to their firms by offering suggestions as to what should be made for their customers. They are on the field, come in close contact with competitors, know the kind of goods that are selling, and where their own wares are deficient.

Many travelers do come in with suggestions. Too often, however, they are impracticable, and almost invariably along lines looking toward cheapen-

ing the price. The latter is not improvement; nor is it desirable from any standpoint. They do not figure that it costs as much to sell cheap goods as it does high grade wares, and that with the same percentage of profit the net returns are less on low-priced goods. Few salesmen know much about manufacturing problems; consequently they are apt to advise changes which otherwise they would not dream of suggesting. Instead of desiring to cheapen their goods to meet competitors, they should endeavor to have them so much better in workmanship, design and decoration that they will sell on merit, and not by reason of a low price.

Not only are traveling salesmen in a position to suggest needed changes, but they ought to seek new outlets for their merchandise. The man who uses his brains can discover many things which will accrue to his firm's advantage if he will only keep thinking of some new way to increase his sales.

It often happens that a salesman has to visit towns where he has only one or two customers and consequently may have several hours to wait between trains. If he would spend this time in an examination of the place he might find an opportunity of putting some of his goods with other than his regular customers. Some little art store out of the regular shopping district could probably be induced to handle white china; a dry goods store not classed as a department store might with skillful handling be made to see that a carefully-selected sample line would bring trade and profit. This small trade would grow if carefully nursed. The returns would of course be small at first, but whatever they were would be so much to the good.

PERSONAL.

THE European exodus shows the usual number of importers abroad or on the high seas sailing East. Among those who are away are H. C. Edmiston, E. J. Ridgway, J. H. Venon, Geo. Semler, Edward Boote, Geo. B. Jones, E. F. Anderson, John Davison, Alfred G. Moment, W. S. Pitcairn, Herman C. Kupper, John J. Miller, Chas. G. Vogt, and E. R. Thieler. Four more are likely to go at any time within a fortnight. The absence of so many prominent men at one time has a marked influence on conditions in the District.



J. W. French is home from his long Western trip for John Davison. He started out early in January and went to the Pacific Coast.



G. C. Gillan has been appointed buyer of crockery, glass and housefurnishings for the W. E.

Waller store at Rutherford, N. J. Mr. Gillan is well equipped for the position. His experience at Kingston, N. Y., and as a representative on the road for housefurnishings manufacturers will stand him in good stead.



J. B. Williamson, of Jenkins & Williamson, Vancouver, B. C., much to the satisfaction of his business friends, arrived in New York Tuesday morning to place orders for the furnishing of a new club just established in his city. He is registered at the Prince George, and will be here a week.



Frank H. Lemcke, youngest son of Geo. Lemcke, with Bawo & Dotter, was married on Wednesday to Miss Anna Walsh. The ceremony was private, although a reception was held afterwards. The young lady has a decidedly attractive personality, and his friends think that young Lemcke has drawn a prize.



J. H. Jennings, of Jennings & Musso, who have a store in Detroit and another in Cleveland, was in the District placing orders for glassware and other goods for early shipment. Mr. Jennings, who has hitherto resided in this city, will move out to Cleveland shortly to take up permanent residence there. His partner, Mr. Musso, will continue to live in Detroit, so that both stores will be looked after thoroughly.



E. N. Khouri, with Annin N. Khouri, manufacturer of Turkish lamps, this city, left on the first of the week for a trip to the Middle West with a line of Damascus brass electric portables.



J. J. Hines came in Wednesday morning from his trip and will start out again on Monday



William E. Waller, proprietor of five or six department stores in New Jersey, with headquarters at Rutherford, N. J., has recently fallen heir to an Irish baronetcy, and is now entitled to be addressed as Sir William. At the time of writing we do not know whether he will use the family coat of arms as his trade-mark, or the slogan "Buy at the Sign of the Arms of Waller," but he can certainly go to Ireland and claim obeisance from the natives.



F. E. Bermas has been appointed manager of the china, glass and art departments of the two stores of James McCreery & Co. Mr. Bermas is well equipped to handle these two departments. His career in the china and glass line started twenty-four years ago, when he entered the employ of L. Straus & Sons, later going to Macy's. He is better known among the trade as former buyer for H. Batterman & Co.,

Brooklyn, which post he held for upwards of ten years, and for six years prior to that was buyer for H. P. Hanley, Jersey City. When he resigned his position with Batterman's it was to accept the management of the cut glass and import department of Cox & Lafferty, for whom he made a European buying trip last year.



Frank H. Vaughn, Eastern sales manager of the Brush-McCoy Pottery Co., arrived in town on Tuesday evening. He will remain here the balance of the week.



E. M. Uniack was in the District on Thursday afternoon for the second time since Christmas. He has been kept busy at the factory in New Brunswick or traveling with his line of lamps.



L. B. King, of Detroit, spent a few days in New York, arriving on Friday of last week.



John J. Curry, with Houghton & Dutton, Boston, was in New York last week buying German and Japanese goods for a special sale.



O. H. Brown was in from Asbury Park on Friday last, and left sufficient orders behind him to lead one to believe that he expects a busy season at the seaside resort.



Henry D. Hedge, of East Hampton, L. I., visited the District on Monday and placed many orders. The summer populace is coming out in good shape, and everything looks busy and brisk in his delightful neighborhood.



John Nixon has gone East on special business. He will be away for a few days.



W. Easton Smith, Waterbury, Conn., dealer in fine china and glassware, visited some of the agencies this week. His store is located in a part of the city that has been greatly improved lately, and he is now selling many high class goods.



George Hamilton is looking particularly well. Traveling evidently agrees with him. Boston is his point of attack for this week.



Edward Boote, who is in Europe, booked for home on the Titanic's second trip which she was destined never to make. When she went down he changed to the Olympic. She was detained, and her sailing date cancelled, so he took passage on the Carmania. She was burned at the dock this week.

He is wondering what will happen to the steamer he eventually sails on. James B. Boote will go to Europe immediately on the arrival here of his father.



Charles Verrier, of L'Union Ceramique, Limoges, left Thursday, June 6, for France on board La Provence, after completing arrangements with Justin Tharaud, who will be the representative of the concern in this country, with showrooms on the fifth floor of the Crockery Exchange Building.



Alfred G. Moment, New York representative of M. Redon, sailed with his family for Europe Tuesday on the Potsdam. He will visit the factory at Limoges, and expects to be gone about seven weeks.



Alfred F. Lemcke, with Bawo & Dotter, came home on Saturday from a very successful trip through New York State.



Gustave Vogt, who has been making a visit to New York, sailed Thursday on La Provence for France. Chas. G. Vogt, his son, who is in the New York office, goes for a short visit with him.



J. F. Leary, buyer for the Outlet Co., Providence, R. I., was in the city on Tuesday placing orders in acceptable quantities.



H. H. Wolfer, of Cheyenne, Wyoming, was placing orders in the District this week.



B. M. Joseph, with Raphael Weill & Co., San Francisco, arrived in New York from Europe on Sunday. He left for home Thursday.



Geo. Thiesen, with Bawo & Dotter, sailed for Europe last week.



A. J. Fondeville, of Fondeville & Iderstine, arrived home on the Philadelphia Sunday morning, after two months' absence abroad, during which he arranged for a lot of new dinnerware patterns for the early fall trade.



H. F. Weber, of the Millersburg glass plant, spent the fore part of the week in New York, and left for home Wednesday night.



W. H. Graves, buyer for the Murray-Kay Co., Toronto, Can., was among the buyers in town placing orders this week.



NEXT to being honest and able we ought to be sincere men. Sincerity is the quality which not only makes friends, but holds them.

SAN FRANCISCO AND THE COAST.

THE crockery business has been a little slow this week in the wholesale district, few buyers having been in town, and also a little quiet with the retailers, except on special values in cut glass and the more expensive china, which are always in good demand at this time of the year for wedding presents.

G. Dorn, of the Dorn Ceramic Supply Co., and his wife plan to leave next week for an automobile trip to Lake Tahoe and Reno. When Mr. Dorn returns the other members of the house will start taking their vacations.

Geo. Bockman will leave soon for a three-weeks' trip down the San Joaquin valley as far south as Los Angeles in the interests of the Fostoria Glass Co. and the Edwin M. Knowles China Co.

Clifton Lewis, representing the Pittsburgh Lamp, Brass and Glass Co., is taking a three-weeks' trip in southern California.

A. L. Conger, of the A. L. Conger Co., has returned to headquarters after a trip in the southern part of the State.

B. F. Heastand, coast manager for the Fostoria Glass Co., set sail for Honolulu a few days ago, to be gone for several weeks.

Mrs. W. D. Browler has opened a five, ten and fifteen cent store in the Scott building, Turlock, Cal.

C. A. Parmalee, vice-president and general manager of the Parmalee-Dohrman Co., Los Angeles, Cal., is spending a few days in San Francisco.

Fred Dohrman, Jr., general manager of the Nathan-Dohrman Co., will leave shortly on a special business trip to Chicago.

W. R. Nieper, buyer for the Dohrman Commercial Co., left June 1 on a two-weeks' business trip to Los Angeles.

R. H. Smith, representing S. A. Weller, after having spent some time around the Bay, left for Los Angeles a few days ago, planning to stop at several towns en route.

Lee Richards, manager of the crockery and household departments of Hale Bros., reports a very satisfactory volume of sales for the past month, especially in china, which he attributes largely to the special values offered during the store's thirty-sixth anniversary sale and to the fact that he was given space on the main floor for display purposes.

Paul D. Partridge, manager of the crockery and glass department of the Emporium, says that the

annual June sale of cut glass and hand painted china, which is now under way, is attracting unusual interest, as well as the sale of plain white china.

B. D. Jenkins, a china merchant of Chicago, is among the late arrivals here.

RIGHT YOU ARE!

BOSTON, May 31, 1912.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir:—Some of us are trying to eliminate the word "jobbers." We think it is a lowering of the occupation. We think the trade in our line could be classified as importers, wholesalers, retailers. Of course some would say that a jobber is a wholesaler, but some of us think that a jobber is one who does jobs. For instance, a tin-man who repairs and does these jobs; also a plumber or a drayman.

Some of us have children, and we want those children to say that their father is either a merchant, wholesaler or retailer; but we do not want them to have to say, "My father is a jobber." Jobber what? In the dry goods line a jobber is one who sells job lots, end lots and remnant lots.

Now, if we can get you to elevate our vocation to the extent of eliminating the word "jobbers" we should feel you had co-operated.

Several years ago when the National Association was organized they introduced the name "Jobbers' Association." In discussing it they voted to eliminate the word "jobbers'" and call it the National Importers' and Wholesalers' Association. A jobber is a wholesaler, but a wholesaler is not necessarily a jobber.

With best wishes, faithfully yours,

JEROME JONES.

AT CHICAGO.

THE rod, reel and tackle have been taken from the dusty corner of the closet, and crockery and glass men are listening to the call of the woods and the streams. Conditions are quiet, exceedingly so, in Chicago just now. Salesmen have come in off the road and are waiting for the opening of the next season. In a general way the month of May proved quite satisfactory. Considering the dullness in other lines, crockery and glass salesmen feel that they have very little cause for complaint.

*

George Milligan, the well-known cut glass salesman, is buying the cigars these days. He recently decided to go to Ohio, and after purchasing a railroad ticket and sleeper berth discovered that he had only \$3 in money. This amount, however, was enough to last until he arrived at his destination; so he didn't worry. Shortly after Gary had been passed the conductor came through for tickets. George searched his pockets, but no ticket could be found. In vain he pleaded with the conductor to be allowed to ride to his destination, offering to pay the railroad company at a later date. The conductor had met

his kind before, and at the next station George was politely but firmly requested to alight and think things over. It was nine o'clock at night, and the place a rural Indiana village with scanty accommodations. There was no train until morning, and it was necessary for George to husband his limited capital, and as the depot looked more inviting than a barn by the roadside, he sat down on one of the hard benches and went to sleep at odd intervals. The next day he was back in Chicago, and when the fellows heard of the incident they gave him no peace.

* *

J. H. Gombert, crockery buyer for O. T. Johnson & Co., Galesburg, Ill., was in the city last week on a buying trip. Mr. Gombert was until recently assistant buyer for the firm.

* *

G. Lessing, head of the import department of Markt & Hammacher Co., was in Chicago this week consulting with Ray J. Morgan, the Chicago representative of the line.

* *

H. Kaufman, formerly connected with New York cut glass houses, is now assistant to William Bartley, Chicago manager for the J. D. Bergen Co.

* *

C. H. Becker, of Becker-Hazelton Co., Dubuque, Iowa, was in the city recently and placed a number of orders.

* *

Among the finest display rooms and offices in Chicago are those now occupied by the Plume & Atwood Mfg. Co. and the American Ring Co. in the Heyworth Building. They have just been enlarged and redecorated.

* *

The Macbeth-Evans Glass Co. are remodeling their offices here.

* *

J. W. Neisham, of Ottumwa, was an out-of-town merchant who placed orders here last week.

KINNEY & LEVAN'S NEW STORE.

IN 1812 a tract of land fronting on Euclid avenue, Cleveland, O., near what is now the East Fourteenth street corner, and containing eighteen acres, was sold for \$2, to pay delinquent taxes. Samuel L. Phelps of Painesville bought it, and in the record of the sale these words appear: "there being no other person who would pay taxes for a less quantity (than eighteen acres) of said lots."

Kinney & Levan are about to erect a six story structure on part of this land, and while the valuation on which their lease was made out is not given, the property in the neighborhood is said to be worth about \$3,500 per front foot on Euclid avenue.

The opening of the new store is expected to be on February 13, 1913, which will be the thirtieth anniversary of the establishment of the firm.

IN TOWN

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

Geo H Wood, with R H Stearns, c, Boston.
M J Donahue, with Clark Bros, c, Scranton, Pa.
W H Graves, with Murray-Kay Co, c, g, Toronto.
H H Wolfer, Cheyenne, Wyoming
B M Joseph, with Raphael, Weil & Co, c, San Francisco.
J B Williamson of Jenkins & Williamson, Vancouver, B C.
B F Welden, with Sisson Bros, Welden Co, c, Binghamton, N. Y. Imperial.

CRYSTAL TUMBLER CO. IN TROUBLE.

A RECEIVER has been appointed for the Crystal Tumbler Co., Morgantown, W. Va., and the plant has temporarily suspended operations. It is stated by officers of the company that the shut down will be for only a short time and that a reorganization will be effected.

The indebtedness of the concern is stated to be 65,000. Exclusive of the factory building, machinery and real estate, the assets of the company amount to about \$17,500. Of this sum, about \$10,000 is represented by manufactured ware now on hand, and the remaining \$7,500 is money due from customers for ware already delivered.

THE FIRST CUP AND SAUCER.

THE cup and saucer is a modern invention, unknown in the days of Bluff King Hal, or even of Good Queen Bess. Bowls of various sizes graced the banquet boards of those famous monarchs, but cups came in only with the introduction of such drinks as tea and coffee.

The beverages of the sixteenth century were water, mead, sack and ale. In the middle of the next century tea was introduced, and with it came the Chinese or "chiza" teacup. Strangely enough, the men who imported it from the Orient did not themselves understand the method of its use, or possibly the conservative Britisher preferred to invent a style of his own.

The Chinese put a pinch of tea into a cup—much larger than ours and without a handle—filled it with boiling water, and then inverted a saucer over the receptacle within whose rim it closely fitted. The object was partly to retain the heat, but chiefly to prevent the escape of the fragrance of the herb which Chinese olfactories found most delicious. The

infusion was permitted to stand for five minutes, when it was decanted into a second cup without a saucer, and daintily sipped therefrom.

John Bull, however, emphatically declined to take his tea in Chinese fashion. He liked the appearance of the ornamental ware upon his table, but he insisted on placing the cup *in* the saucer, like a miniature flower pot, and used it exclusively to drink from, preparing the beverage in a common instead of an individual receptacle.

In course of time, England began the manufacture of cups and saucers, and pictures which have been preserved from the days of the Stuarts show big, flaring cups, four inches across the top, with saucers less than three inches in diameter. By degrees one dwindled and the other expanded, until in the middle of the nineteenth century the opposite extreme was reached, and fashionable tea services had cups only an inch and a half in diameter accompanied by five-inch saucers.

The handle of the teacup came from Mediterranean lands. Originally it was made of thick and strong earthenware and applied to heavy jars and lamps. Its decorative possibilities popularized it with Greek and Roman potters, who extended its use to small amphoræ and flagons; but, as the word "amphor" indicates, the handle was double, like that of the bouillon-cup to-day. Single handles crept into use by slow degrees, and were probably applied to drinking-cups about the time that coffee came into vogue in southern Europe, the beverage being taken almost at the boiling point, so that some device for lifting the cup without burning the fingers was found desirable.

Traveling slowly northward, the one-handled coffee-cup finally reached Great Britain, where its merits were immediately recognized, and it was not long before handles were applied to drinking utensils of every description.

BUSINESS BRIEFS.

Announcement is made of the incorporation of the Allen Cut Glass Co. at Johnston, Pa., with a capital stock of \$75,000.

A new department store has been incorporated in Brooklyn, N. Y., with a capital of \$100,000 by N. H. Levi, A. L. Levi and S. F. Levi.

The Thomas department store at Las Vegas, New Mexico, has been destroyed by fire. Loss on building and stock, \$68,000; insurance, \$55,000.

The Clarksburg Pottery Co. has been formed at Clarksburg, W. Va., and capitalized at \$75,000. The incorporators are John L. Ruhl, John A. Keenan, H. W. Dickey, H. M. Brown and R. S. Douglass, all of Clarksburg.

Among the Potteries

East and West

East Liverpool and Vicinity. The Homer Laughlin China Co. last week shipped a number of full bulk cars to Western customers, and on the sides of one large car newly painted streamers were attached bearing this inscription: "A Bulk Car of Homer Laughlin China, for Shipment to Petaluma and Santa Rosa, Cal." These streamers were painted in blue and red on strong white muslin, and when the shipment went out of the East Liverpool freight yards it attracted no small attention.

* *

The death of Daniel J. Smith, father of J. T. Smith, of the Smith-Phillips China Co., was felt with regret throughout the Western pottery district. Mr. Smith was intimately known to many pottery manufacturers. His wife was a daughter of the late Josiah Thompson. He was also related to W. L. Smith, of the Taylor, Smith & Taylor Pottery Co.

* *

There will be very few new dinner ware treatments placed on the market for the summer trade. In past years it was customary to get out an almost new line for the midsummer season, but the practice has been largely discontinued. Here and there a new treatment will be "flushed," but generally the lines will remain the same throughout the year.

* *

It is generally believed that the summer shut down in the pottery trade this season will commence on or about June 29 and last until Monday, July 15. However, no definite schedule has been announced, and it is likely that some plants will only be closed for a week to make necessary repairs.

* *

George W. Clark, Western salesman for the Homer Laughlin China Co., has returned from a several months' trip along the Pacific Coast and will spend a season at the home office at Newell, W. Va. During this time he will look after his varied interests here, chief among which is the Laurel Hollow Park, at Newell, just west of the big Laughlin pottery.

* *

General Manager Charles W. Foreman, of the Owen China Co., Minerva, spent a few days in the

district last week. "We are doing a good business and our plant is being worked to capacity," he said.

* *

Clarence H. Bauman retired from his position as general manager of the Globe Pottery Co. last Saturday, and on Monday left for Kansas, where he will remain for ten days. He has not announced his future intentions; neither has his successor at the Globe been selected.

* *

Cecil E. Taylor, one of the Eastern salesmen for the Taylor, Smith & Taylor Pottery Co., spent last week at the home office.

* *

The two new dinner ware treatments to be shown in July by the Smith-Phillips China Co. on their plain "Princess" dinner shape have been patented. They are original with this company, the first sketches having been made by one of the employees of the decorating department.

* *

William Polk, inventor of a sagger-making machine, announces that a complete machine has been erected in this city at the plant of the East Liverpool Sagger Co., and that it will be in active operation within a few days.

* *

Anent new pottery devices, a machine recently perfected by the Frontier Decorating Machine Co., of this city, has been so arranged that it will turn out gold band treatments—a proposition that was not expected of the machine when it was first planned. The W. S. George Pottery Co., at East Palestine, O., is the first firm to successfully use this machine.

* *

A deal is pending whereby a Pittsburgh concern may take over the plant of the Brunt Pottery Co. in this city and convert it into an aluminum manufacturing plant. Several conferences have been held, and it is likely that some definite conclusion may be reached within the next few weeks.

* *

"We are going ahead at a fairly steady gait, and business is looking good," said General Manager Charles C. Ashbaugh, of the West End Pottery Co.

This is one of the most steadily operated potteries of the smaller size in the country.

* *
Fred Kline, for many years Eastern salesman for the Warner-Keffer China Co., has returned to his home in Philadelphia after spending several weeks in this city. He will, it is understood, become identified with the National China Co., of this city, whose plant is at Salineville, O.

* *
The Warner-Keffer China Co. filed a voluntary petition in bankruptcy in the United States Court at Cleveland May 26. Assets \$62,675; liabilities \$82,-419.47. First hearing of creditors will be held June 10 before Referee Charles C. Connell at Lisbon, O.

*
The 'Trenton School of Industrial
Trenton, N. J. Arts held its annual exhibition of students' work on Tuesday, Wednesday and Thursday of this week. One room was devoted to modeling and practical ceramics, and another contained the competitive designs of a ewer for the Maddock prize. Much of the work was offered for sale, and good prices were realized.

* *
In the Court of Chancery last week Chancellor Walker fixed the fees for John H. Hutchinson as receiver for the Phoenix Pottery of Bordentown at \$750 and for Edward L. Katzenbach, as counsel, at \$350. The court was asked to award the receiver \$1,-000 and the counsel \$500. This proposition was opposed by J. Lefferts Conrad, as counsel for some of the creditors, who claimed that the amounts asked were exorbitant. He showed the court that there had been but little litigation until the case was removed from the jurisdiction of the Court of Chancery. The pottery was not operated, and the only work of the receiver, according to Mr. Conrad, was to preserve the pottery. Mr. Katzenbach told the court of the efforts made to sell the plant, and he claimed that hindrances had been placed in the receiver's way. Chancellor Walker said that while the amounts asked were large, the receiver and counsel should be adequately compensated.

\$100,000 DAMAGE TO WHITNEY GLASS WORKS.

FIRE did \$100,000 damage to Factory 1 of the Whitney Glass Works, at Glassboro, N. J., June 5. How the blaze started is not known, but it spread quickly, and it was feared that the whole works would be destroyed. Engines were sent from Woodbury and Camden, and the factory fire fighters with this help quenched the flames. No one was hurt.

DO a hundred things right and you can spoil them all by doing one thing wrong.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china were for the month of April, 1912, compared with the same month in the preceding year, were as follows:

	1911	1912
Great Britain	\$219,221	\$164,188
Austria.....	39,668	42,260
France	197,159	189,484
Germany	247,615	209,957
Japan.....	68,070	82,482
Other Countries.....	29 489	18,348
Other Europe		
Total.....	\$801,220	\$657,819

FOR TEN MONTHS ENDING APRIL.

	1910	1911	1912
Great Britain...	\$2,351 888	\$2,182,778	\$1,871,859
Austria	710,388	611,397	571,286
France.....	1,496,306	1,529,251	1 369,218
Germany.....	3,303,246	3,878,217	3,465,628
Japan	1,074,110	1,048 444	1,025,368
Other Countries	288,421	329,232	278,383
Other Europe			
Total.....	\$9,223,809	\$9,579,314	\$8,521,842

TOYS

	1911	1912
Germany.....	\$208,807	\$266,047
Other Countries	65,874	54,117
Total.....	\$274 181	\$ 20,164

FOR TEN MONTHS ENDING APRIL

	1910	1911	1912
Germany	\$5,032,176	\$5 956,887	\$6,056,406
Other Countries	570,571	722,100	776,277
Total.....	\$5,602,747	\$6,678,987	\$6,832 783

GLASSWARE.

APRIL		FOR TEN MONTHS ENDING APRIL		
1911	1912	1910	1911	1912
\$163,316	\$181,887	\$3,182,837	\$2,057 740	\$1,748,611

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

APRIL		FOR TEN MONTHS ENDING APRIL		
1911	1912	1910	1911	1912
\$37.894	\$66,620	\$695,7.6	\$614,644	\$605.464

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity. In order that they may have the most complete assortment of display jars in America, the United States Glass Co. have about completed arrangements for the placing of six or more new lines on the market. Sizes will vary from one quart to four gallons and each line will possess a Greek name. The "Athenian" and "Corinthian" comprise display jars and sample bottles. The "Spartan" and "Trojan" will not include the sample bottles. In the "Hellenic" line one size is being shown now, this being three pints. First samples will be ready for the trade within a few days.

A charter will be granted the Daniel Taylor Co. at Harrisburg, Pa., June 17. Mr. Taylor was formerly in charge of the business of the Pittsburgh Lamp, Brass and Glass Co., and since his retirement from that company has been busy completing the formation of the new concern, which will have a nominal stock of \$5,000. Offices have been opened in the German National Bank building, this city. Branch offices will be opened in many of the large cities, and a brokerage business in china, glass, lamps and lighting goods will be carried on.

The McKee Glass Co., of Jeannette, Pa., has placed a new pressed glass electrolier on the market, the first sample being shown in the Pittsburgh display rooms this week. It is about 16 inches high, and the pattern of the shade is carried out in the standard. The lighting attachments are complete.

Old glass men say that never before have they experienced such a rush of business in blown glass. It is almost impossible to get goods promptly from the factories, and dealers consider themselves lucky if they receive part deliveries of their orders.

The State of Pennsylvania last week issued a bound volume of 287 pages describing the varied industries of the State. Anent the glass business the compiler says: "In pressed and table ware the United States Glass Co.'s plants saw the first developments of the improvements of recent years which have made possible immense advances in the pressed ware indus-

try. Notable among these was the introduction of the blower to cool molds, making possible lighter molds which can be handled more rapidly and are capable of producing a finer grade of work. In the field of lighting glass, improvements in molds and methods of manipulation and the first plants for the production of glass electrical supplies were established in the Pittsburgh district. There are twenty-one plants devoted to bottle glassware."

An improvement in the health of Daniel C. Ripley, president of the Ripley Glass Co., has been noted during the last few weeks. However, he remains close to home, and has not visited the office of late.

The Imperial Glass Co., of Bellaire, O., is showing for the first time an electric shade made of iridescent glass known as the "Imperial new amber electric shade."

There has been an increased demand for jellies during the past week, and the factories are hurrying up shipments as fast as possible. Prices quoted in the Pittsburgh district are firm at ten, eleven and twelve cents.

The volume of glassware bought by the various five and ten cent syndicates is enormous. Present orders exceed the business of 1911 and are on the increase. Table glassware was first bought; then the syndicates purchased heavily of iridescent goods; the lighting glassware field is now being invaded.

Glass manufacturers and salesmen will be interested in knowing that last Saturday construction of a six-story addition to the Ft. Pitt Hotel was commenced. This will mean an additional 250 large rooms, and will give the Ft. Pitt a total capacity of over 1,000 rooms. The addition is being built over that part of the house which faces the Pennsylvania railroad. The work will be completed before the year end.

Swaney Hall, salesman for the L. E. Smith Glass Co., Mt. Pleasant, Pa., was in the district last Friday on his way to the New England territory.

BUYERS ANXIOUS TO ATTEND THE EXHIBITION.

SO far ninety-eight applications have been sent in for season tickets to the National House Furnishing Trade Exhibition to be held Aug. 22 to Aug. 31 at the Grand Central Palace, New York. This, three months before the event is to take place, shows the lively interest taken by the buyers. A reason for this is undoubtedly to be found in the fact that this is the first time the exhibition has been placed on a business footing and so arranged that it will be run in the interest of buyers and manufacturers, to the exclusion of the general public and those having exhibits that do not interest crockery, glass, china, housefurnishing and lamp buyers.

OBITUARY.

WM. E. GRAY, the old-time crockery merchant of Utica, N. Y., whose death we recorded last week, was born in New York and went to Utica when quite young. He was educated in the public schools there, and later found employment in the crockery store of George DuBois. Starting as errand boy, he rose to the position of salesman, and eventually went on the road with great success. In 1886 Mr. DuBois died and the business was continued by his nephews. In 1890 Hezekiah Elting, who had also long been in the employ of Mr. DuBois, and Mr. Gray entered into partnership in the crockery business. The firm of Elting & Gray continued until February, 1903, when Mr. Elting retired, and Mr. Gray moved the business to 64 Genesee street, where he had since continued it. Mr. Gray built up and extended the business considerably, and had a large retail trade extending through Central New York, and a wholesale trade extending throughout the State. He was an indefatigable worker, very enterprising and industrious, and stood high among the business men of Utica.

Daniel J. Smith, aged seventy-nine, a pioneer pottery manufacturer and father of J. T. Smith, president of the Smith-Phillips China Co., died suddenly May 30 at Homeworth, O., where he went to deliver a Memorial Day address.

Charles Hirsch, for forty years a crockery dealer at the corner of Decatur and Frenchmen streets, New Orleans, died May 28, aged seventy-three. The deceased was born in Alsace-Lorraine, Germany, and came to this country when twenty years of age.

Etienne Le Bel, better known as "Steve," died at his home in Nutley, N. J., Friday last. Although ill for four years, he had been able to be about, and was thought by his family to be recovering. Death was caused by a complication of diseases, including

paralysis. Born in Chalabour, Canada, of French parentage, Mr. Le Bel moved to New York in early life and entered the glass industry. At one time he was connected with the United States Glass Co., and later was manager of the New York office of the American Lamp and Brass Co. He was a member of the Pottery, Glass and Brass Salesmen's Association.

Miss Martha Wiggins, for twenty-six years with Haviland & Abbot, died Monday morning of ptomaine poisoning after an illness of only a few days. Miss Wiggins was well known to the visiting trade. Her kindly disposition, business knowledge and attractive personality endeared her to all with whom she came in contact, and she will be sadly missed.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMEN WANTED—Men who call on the house furnishing, crockery, glass, china, lamp, toy, trunk, bag and sporting goods trade in Greater New York and vicinity, to handle housefurnishing specialties and kindred lines. Good opportunity for live men. Address N. H. F. T. E., this office.

SALESMAN WANTED—We are looking for a retail salesman and manager for an exclusive china, glass and housefurnishing goods store, situated in a city west of the Mississippi of over 75,000 inhabitants. Must have good habits, prepossessing appearance, and be a money-maker. Give past experience and references with reply to QUICK ACTION, this office.

BUSINESS OPPORTUNITIES.

GENERAL AGENCY.—Which wholesale glass business will take over the sale of droppers—indispensable articles in hospitals, for physicians, chemists and private persons? Address offers to F. TOFANTE, Gnarrenburg (Germany). Correspondence in German if possible.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

PADEN FIRE-PROOF COOKING WARE.

Rich brown outside, milk-white porcelain lining inside. Complete line, from small individual dish to family baker.



PADEN CITY POTTERY CO.,

Paden City, West Virginia.

SAMPLES AT

Warren H. Dunn Co., 52 and 54 Murray St., New York.

WRITE FOR DESCRIPTIVE LISTS.

CROCKERY & GLASS JOURNAL

NEW YORK JUNE 13, 1912.

CUT GLASS MANUFACTURERS' CONVENTION.

THE second annual convention of the cut glass manufacturers of the country, members of the National Association of Cut Glass Manufacturers, was held in New York City, at the New Grand Hotel, June 6th and 7th.

A meeting of the executive board in conjunction with the directors occupied the morning of the 6th, and a general meeting of the members the afternoon of the same day. In the evening a banquet was tendered the members and guests which proved to be a very enjoyable occasion as well as a source of great interest from the remarks of the various speakers.

The following is a list of the members and guests in attendance.

Wm. F. Dorflinger, of C. Dorflinger & Sons.	
J. D. Robinson, Libbey Glass Co.	
H. C. Fry, Fry Glass Co.	
J. Howard Fry, Fry Glass Co.	
D. W. Denton, Fry Glass Co.	
Andrew Snow, Jr., Pairpoint Corporation.	
J. F. O'Gorman, "Pottery, Glass & Brass Salesman."	
E. H. Bennett, "Crockery and Glass Journal."	
James P. Rome, "Pottery and Glass."	
H. D. Carey.	George Noke.
J. E. Marsden.	Wm. Waldman.
C. H. Taylor.	H. S. Mills.
T. P. Strittmatter.	F. H. Taylor.
A. L. Blackmer.	J. H. Stant.
Thomas Shotten	H. R. Luckcock.
G. William Sell.	A. R. Engelman.
E. J. Koch.	Albert R. Krantz.
G. L. R. Masters.	Wm. D. Finke.
W. E. Corcoran.	J. H. Herfeldt.
W. C. Anderson.	N. Regen.
O. S. Alterholt	F. W. Reichenbacher.
W. J. Ford.	John Gogard.
R. W. Murphy.	Emil Kupfer.
Thos. B. Campbell.	V. Brisbois.
H. G. Clapperton.	Harry T. Broden.
J. E. Stigner.	A. F. Gebhardt.
P. H. Healy.	C. A. Weidemann.
Frank Steinman.	F. W. Gardner.
J. J. McKenna.	Oscar W. Eckland.
L. E. Hall.	Geo. L. Kearney.
S. R. Henderson.	D. C. Tracy.
E. Haldeman Finnie.	H. A. Diehl.
Hasell W. Baldwin.	Wm. J. McKenna.
Val. Bergen.	S. Ruggles Henderson.
Jas. D. Bergen.	D. C. Osborn.
Jas. J. Niland.	Thomas Skinner.

M. J. Kelley.
A. G. Muller.
C. McMullen.
Wm. F. Kelz.
Louis Levien.

Edward W. Mayer.
James Stott.
Wm. Hall.
Chas. F. Patten.
John E. Krantz.

After the menu had been discussed, President H. C. Carey introduced the toastmaster of the evening, C. H. Taylor, who in turn introduced Wm. F. Dorflinger, of C. Dorflinger & Sons. Taking as a text "Sales and Credits," Mr. Dorflinger said:

Some years ago there was an old Irishwoman who kept a fruit stand on Fulton street, New York. She was a very ignorant woman, but energetic and happy and tactful, and she had quite a following. One day a gentleman stopped to purchase some apples, which she was selling at three for five cents, and in course of conversation she said that she was buying them at the rate of two for five cents, and when he asked her how she could afford to do it she said that it was because of the great quantity she sold.

I think that a good many of the glass cutters are doing business on the same plan without realizing it. Too many glass cutters are anxious to do a large business. They do not base product on demand, but rather fix a capacity, and have to go into the market and meet prices or sell at a lower price to get rid of the surplus. Some years ago the then existing cutting shops were competing as to who ran the greater number of frames. Those having fifty put in fifty more; those having 100 doubled up, and for some time there was a constant effort to outdo each other and have the biggest shop. Very few of these shops are running full capacity to-day. It seems to me that it is a much better plan to be a little short of capacity and be in an independent position, so as to accept orders that pay and decline those in which there is little profit, and not have to compete in the open market with the lowest bidder to get rid of product.

I am an advocate of local sales—that is, I think that the territory in which the shop is located is the best field for sales; the freight is lower, whoever pays it; the time for delivery is quicker; the returns should come in soon, and the glass cutter is in closer touch with the consumer in case of any kind of trouble. Outside of the large centres, to which gravitate all the jobs and specials, the prices should be more profitable.

I want to call your attention to the matter of credits. Some years ago I knew a man who went into the market ready to undersell his competitors because he had water power to run his frames, and he figured that cost him nothing. The trade was quite willing to have him undersell the market, and they kept him at it as long as he was in business. This man was a good glass cutter, a good

designer, a good manager, but he was no business man, and the fact is, his bad debts more than made up for his saving in the cost of power.

Many concerns ignore the commercial agencies and the trade reports, and depends on the reports of salesmen or the standing of the customer. These are not reliable sources of information. The salesmen say that the buyer is doing a large business, talks very confidently, and that a great many people want to sell him, but he has no way of getting at his financial resources. The only way I know is through the commercial agencies or trade reports.

Do you allow a sufficient margin of profit in selling? Even if you figure ten to fifteen per cent. for selling expenses, you cannot tell what contingencies may arise to increase this expense. Matters of freight, expressage, breakage, errors, are always coming up, and if you are selling your goods through men on salary and expenses it is difficult to tell in advance what the selling expense will be. I want to warn you particularly against the employment of dissipated and extravagant salesmen, and under no circumstances should you allow these men to make prices and terms and discounts. If your terms are fixed by agreement, you should stick to them. In any case you should have fixed terms, and when the bill is due try to collect it. If you sell a man a bill of goods at a certain agreed price and on certain terms, he is as much obligated to abide by those terms as you are to charge the prices agreed upon. It is a contract by which both should be bound, and if the party ignores the terms after the goods are delivered you would be justified in changing the price. When your bill is due try to collect it. You are entitled to the money, and you cannot pay others' bills unless your bills are paid.

I am greatly in favor of a cash discount. Two per cent. for cash in thirty days is a very fair and liberal allowance, and no buyer can afford to ignore it. It means twenty-four per cent. per annum, which is a good profit. A concern short of ready money that is not able to borrow at six per cent. per annum and make two per cent. a month is not entitled to your credit. You can afford to give the two per cent. for cash, because it brings in the money for you to use within a specified time and goes a long way toward eliminating bad debts. Adhere to your terms and discount. Take no stock in the stories of others giving five per cent. for cash, and insist upon payment of the bill when due. Do not follow the example of the manufacturer who was worried about the collection of an account and who was advised to make a demand for the money, but accepted another order instead. Collect your bills and pay your bills. Keep up your credit. The man in good credit has many advantages. I think he can often do better in price, get prompter shipments and generally better terms than a man who ignores his obligations of payment. Good credit is a valuable asset. Take advantage of the cash discount in buying. Then you get the same benefit you agree to give those who buy from you, and you can hardly afford to lose that profit.

Looking over trade reports almost every day, I notice accounts for collection against certain firms regularly; so that it seems that it is necessary to put an account in for collection on certain houses to get payment. How these people can buy goods, and how manufacturers or importers can find it profitable to sell them, I cannot imagine. I think it a very good rule to not sell a house again where a collection has been made through an agency.

Just one thing more: In late years almost all the large buyers are looking for special discounts. They will tell you that they get a special ten per cent. from everybody but you, and that if you want to sell them you will have to do what the others do. Matters of this kind are not long kept secret, and I know that where an advantage is given to one house over another the rest soon find it out and make the same demand. If all the houses were to give the large buyers a special ten per

cent., it would be but a very short time before they would begin to agitate for a second special ten.

To sum up: The only safe and sure way to make some money in your business is to figure out your costs carefully at a fair and reasonable profit, make a liberal allowance for selling, and then stick to your prices and your terms, and collect your bills on that basis.

The next speaker was J. D. Robinson, of the Libbey Glass Co., who spoke on "The Value of Co-operation" as follows:

Your secretary's invitation that got me to this meeting was very well baited, for he wrote: "Barring accident, will you say a few words on the 'Value of Co-operation?'" I escaped the accident which would have let you off and I as well. But I still hang on to his instructions that my words were to be few; otherwise I would not have the courage to start.

It is not difficult to see the great truth that man accomplishes very little alone. It is only by cooperation that the history of the world has been worked out. The cut glass business is largely subject to the same inference, and we all have our faces set and our minds running in the cooperative direction. I grant the road is somewhat obscure. The government has its signboards along the way—"Careful!" "Think!" "Beware!" of illegal acts in cooperation with your customer. There are so many ways of cooperation which your customer—between seller and buyer—all of which you are so well acquainted with, that I will not assume to mention save this: You must or should have more fully than anywhere else the largest cooperation of the dealer who takes your product to market. Cultivate the closest relationship with your dealer-customer. Make the bond that ties your interests to his the strongest, and you will be cooperating for value.

It is said "competition is the life of trade." Some kinds of competition are death instead. It would be very hard to convince me that all the competition in the marketing of our aggregated product has been beneficial. On the contrary, the dealers themselves have largely deplored much of it; and I know of no line of manufacture where the buyer has so largely fixed the cost, as in the cut glass field—and with no good to anyone. The large part that the dealers have played in the fixing of prices by working one seller against another has been detrimental to all. Then cooperate as sellers against the buyer who tells you, for instance, that your competitor charges for packages on his bills but deducts amount in settlement, and that you must do the same to get any of his business. Cooperate against such.

Right at this point is where a wise man could carry your thoughts profitably. For one I cannot but feel first of all that just such meetings as these, where, if no more, you can see and meet one another, are productive of good; and if you go no further than cooperate your good fellowship you will have accomplished something.

If you would only turn your efforts as individuals towards higher quality in workmanship and finish of the goods we are all manufacturing—which are a luxury largely, and where quality surely does count as a whole—you will, I believe, cooperate to a value. If instead of doing the same thing at a less price to knock on to your competitor you will do something which has not been done exactly the way before, you will be cooperating; but you won't know it. Some things are hard to see or believe, and have to be taken on faith. Eliminate guess work in your business. What the cut glass business of today needs is productive genius—more minds that originate and less that duplicate.

You cooperate when you respect your competitor's design, and do not copy it, for as a rule this will bring its own return. Do not be frightened at what your competitor is doing. Cooperate by sharing with him the gratification of his achievement, but do something yourself as good or better.

Cooperate by having faith in your competitor, and do not syndicate all the ill reports heard about him.

As an association organize and maintain some kind of service that will give every one of you an opportunity to learn the full cost of manufacturing goods—rent, power, light, heat, insurance, taxes, cash discounts, labor, blanks, selling cost, etc.

Now, my friends, we all are going to get and do business this Fall. What you need to cooperate is courage—a good deal distributed in small quantities to each. The cheapest priced goods can't nor won't do all the business. Had we not better pull upward than downward?

Must the cut glass manufacturing business be always done on the basis of what someone else is doing, or is not the field large enough for everyone to place his own individual efforts? I believe it is. I believe a market of 90,000,000 people will support all the production represented here, and more, and give to each of you a fair re-

after sensible methods to produce the same effect at less expense—the influence of modern civilization and science. The American Indian had the same land, the same coal, the same iron ore, the same sand; but he lacked the knowledge.

Neither are we like the Old World in matters of everyday life. We are not governed by the same influences; consequently we use different methods in manufacture. We have seen steam take the place of the coach, the dynamo the place of steam, the electric car the place of horse car. We see the multiple-disc clutch and the air brake. We have different classes of labor, different systems of organization, different regulations of capital and labor; we have diversities in all things; and we face these as Lincoln faced slavery, in an honest effort for betterment.

If Napoleon had not hesitated on that fatal day at Waterloo French history would have a different story; but when at seven o'clock in the morning and he was



BANQUET OF THE NATIONAL ASSOCIATION OF CUT GLASS MANUFACTURERS AT THE NEW GRAND HOTEL, JUNE 6.

turn in the way of profit, if the selling price carries a profit as well as cost.

When you get on that basis you will have and share the "value of cooperation."

H. C. Fry's talk on "The Influence of the Figured Blank" was most interesting, and was listened to with marked attention. He said:

From the classic times of Greece you find that art, like the world, moves along the line of least resistance. Figure and form, simplicity and adaptation, are the four things that artists and inventors combine. The figured blank embraces all four, and is therefore a combination of art and invention.

When we contrast the United States with other countries we marvel at the vast transformation from early methods in all things. Here we see a thing done in a different way, because we study the face value and apply our wits to adapt it to real commercial value. We go

ready for battle it rained and he called a conference with his officers, and action was postponed until 11 a. m. to meet defeat at 4 p. m. after Wellington was reinforced just when the battle was almost lost, Napoleon, that great man of France, had to run through the mud and hide in the woods. The influence of that delay has changed the history of the world.

Mistakes make history, mistakes make opportunities, mistakes cause ruination; mistakes have been made with the figured blank.

Arthur Symons says: "In art there must be a complete marriage or interpenetration of substance and form." In the figured blank we have not strayed from the definition. A short time ago a booklet was mailed me entitled "How to Know Cut Glass." It begins with this sentence: "The story of glass excites the imagination at every step from its primitive beginning to the point where craftsmen leave the well-worn paths of mediaeval methods and press forward into the broader highway of modern science." In the figured blank we

have not strayed from this definition of T. G. Hawkes & Co.

The influence of the figured blank was felt when that booklet was published, and it has been pressing forward ever since. After much descriptive matter about the figured blank, the last sentence in that booklet reads: "Should the purchaser be puzzled, let him ask the dealer to guarantee the article to be cut from a plain blank."

It is safer to shorten one's yardstick before measuring the faults of one's competitor. Remember, from the same flower the bee extracts honey the wasp extracts gall. The opposition endeavored to belittle the value of cut glass from figured blanks, and talk was heard about the "grain" of the metal and what the microscope disclosed; yet the finished product from both kinds of blanks was undistinguishable when under examination.

Ten years ago, when we commenced operations under our patents for glass-cutters' blanks, more than one well-established cut glass manufacturer found fault with our method, and to-day some few prejudiced people are unwilling to acknowledge their superiority. At that time there were about forty-five shops employing less than 1,500 men. In ten years the business has been thoroughly revolutionized, and now there are about 200 shops employing 6,000 men. The product is no longer an exclusive luxury or a fad for the rich, but a much used commercial article. It is found in the home of the average man, in the club and in the hotel. It is bought by all classes of people; and not only is the influence of the figured blank felt in the expansion of business, but in the cleverness of designing, in the great variety of shapes and novelties, and in creations demonstrating the mastery of art and science. Ten years ago it was feared that the industry would pass away. Punch bowls then sold for \$125; you can buy the same to-day for \$30.

Its influence has been far greater as a labor-saving device; due entirely to competition and application. Competition made it a necessity to work fast; it set aside the old theory that an apprentice had to work three years before he could smooth; it stopped "loafing on the job"; the piecework system was introduced; and with the decrease in cost came the increase in production. Articles cut from plain blanks had to come in competition with the figured, and the same speed had to be met. These were sold according to merit, and were compared with the figured blank. Those who smoothed a roughed article had to follow the pace set by the smoother of the figured blanks.

Ten years ago the cost of a blank was about 40c. per pound; to-day the same sells at 17c. and the cost of the metal is greater. The quality is better. Quality first has always been the aim in manufacturing figured blanks, and the clear brilliancy of the metal has been one of its chief assets. We can trace an influence there equal to that of the decrease in labor.

The St. Louis Exposition was the first practical endorsement of the patented blank, and it was due principally to the clearness and brilliancy of the metal overwhelming the objections to the new method at that time; and when you consider that it was only in 1880 that the first curved line was cut, and when you consider that at that time it was just as hard to sell American cut glass to the wealthy class in the United States as it is to-day, since cut glass at that time was usually considered good quality only when of English product, you can forgive their fault-finders and apprehensions in regard to our new methods of making blanks.

The influence of the figured blank was again demonstrated in 1905, and fairly proved a product of merit so long as it has the same critical attention as other blanks. The H. C. Fry Glass Co. advertised as follows in the CROCKERY AND GLASS JOURNAL: "We manufacture the figure blank, a modern improvement in the glass-makers' art; we own the patents and have deposited the method. We propose to exhibit at the Portland Exposition, and will be glad to have competition for the award of merit." The international jury of awards gave us the highest award and a special gold medal.

Knowing that the influence of the figured blank to a large extent would depreciate the value and lower the standard of the industry unless the quality of the glass was carefully considered, we made it our object at Rochester to show the limitless possibilities of the figured blank, and to demonstrate the special beauty of the metal. Although it may be said that a new epoch in cut glass history is the result of the figured blank, it cannot be said that the intrinsic merit of the blank is less. It is appreciated more every year as the best blank ever made, and it is not our fault that the finish of cut glass has fallen so low. We gave you an article of purity and brilliancy; we spent thousands of dollars for the sake of quality, and worked against untold opposition; and it is not the patented blank that takes your cut glass business a step downward. It is your own unfair method of business—your desire to undersell your neighbor, rather than an honest effort to progress. Dishonest work will tear down any industry, and it is suicidal to let the neglect go on.

Return to sane methods, honest work, and stop the deception of putting out partly cut glass. It is not how the blank is made, so long as it is made right, but it is how you cut the blank and polish it. Stop the shabby work, and do it right. The blank is here to stay; it has proven its merit; but some in the cut glass business are not doing good work. You are not facing diversities honestly; you abuse the opportunities and undermine your industry, and hurt others as well. Is it any wonder buyers get disgusted and want to find something else to substitute for cut glass? It is true this condition would not be possible without the figured blank; but the influence is not due to the carelessness of the glass blank manufacture; it is due to the greed of the cut glass manufacture. You say we might stop it. We pay the salary and expense of a good man to inspect your plant and see if you live up to your contract.

Laws are made and laws are broken; otherwise it would not be necessary to have policemen. That's why we had to have an inspector. But if you will do right you will thank me for speaking plainly. It is not too late to improve. The cut glass business is in its infancy unless you destroy it. The most beautiful landscape can be spoiled if you make a dumping ground out of it. Lime glass and shoddy work has no place in the field of cut glass.

J. F. O'Gorman responded for the Press in masterly style.

Andrew Snow, Jr., of the Pairpoint Corporation, although he had no intention of making a speech, was persuaded to say a few words, with the result that the company present had an unexpected pleasure of listening to him.

J. D. Bergen, whose feelings won't be hurt if we describe him as a manufacturer of the old school, told of the commercial conditions of thirty years ago and the early efforts towards price maintenance.

Arthur Blackmer is primarily a man of action, but the words that fell from his lips were words of wisdom. Anyway, a man needn't trouble to talk when he can "show" a body of men like the cut glass manufacturers.

Thomas Shotten acceded to the general request for a few remarks, which were given in his well-known drily humorous manner.

T. P. Strittmatter dilated in an exceptionably able way on the question of credit, and after postulating the fact that most transactions between manufacturer and retailer were on a credit basis, asked, "Why not extend the principle and establish mutual confidence between members of the trade?"

J. E. Marsden made an earnest appeal for the build-

ing up of prices, and expressed the determination of returning to his factory with a fixed resolve to raise rather than reduce regular standards.

Howard Fry, owing to the lateness of the hour, did not deliver his expected speech, but by way of compensation rattled off some high-speed yarns which were greatly appreciated.

When the party broke up, it was the universal sentiment that in addition to having had an enjoyable time the interests of the business had been considerably furthered.

The members again assembled on the morning of the 7th for a general session, and many matters of importance to the industry were discussed and acted upon.

The general session adjourned at 1.45 p. m. to meet again in general assembly Dec. 12, unless sooner called by the executive committee.

At 2 p. m. there was a meeting of the executive committee and directors which took up the balance of the day.

This association, which now numbers fifty-seven firms and corporations in its membership, and whose object is "to protect, promote, further trade, and advance the interests generally of manufacturers of cut glass," has done much already for the improvement of trade conditions, and by the united effort of its members much more is daily being accomplished.

The officers of the organization are: President, H. D. Carey, Scranton, Pa.; first vice-president, J. E. Marsden, Egg Harbor, N. J.; second vice-president, C. H. Taylor, Newark, N. J.; treasurer, T. P. Strittmatter, Philadelphia, Pa.; secretary, A. L. Blackmer, New Bedford, Mass.

Directors: E. J. Koch, Chicago; G. L. R. Masters, Newark, N. J.; W. E. Corcoran, Flemington, N. J.; Wm. Sell, Honesdale, Pa.; Thos. Shotten, Brooklyn, N. Y.; W. C. Anderson, Lansing, Mich.; O. S. Alterholt, Pittston, Pa.; W. J. Ford, Chicago; R. W. Murphy, Hawley, Pa.; H. S. Hunt, Corning, N. Y.

Executive Committee: H. D. Carey, J. E. Marsden, C. H. Taylor, A. L. Blackmer, Thos. Shotten, Wm. Sell, T. P. Strittmatter.



SPLINTERS.

Thos. Shotten received an ovation when he put in a late appearance at the banquet.

Geniality and goodfellowship marked the function throughout.

Cut glass scintillates—but not more than did Thursday night's speeches.

Charles H. Taylor, a toastmaster in a thousand, talked pleasantly of chickens and spiders. His knowledge of anatomy (particularly legs) is great.

Wm. F. Dorflinger gave his views of general business in his usually concise and clear way. His suggestion that the manufacturer should cultivate his local market

in preference to trying to gain a footing in outlying cities by means of price cutting was well received.

H. C. Carey paid a deservedly high tribute to the successful bringing together of manufacturers by the association.

Though the members of the association do not by any means take their pleasures sadly, still it came somewhat as a shock when an individual not in the business who was obviously suffering from the effect of the midnight sun claimed relationship and expressed a desire for boon companionship with several prominent members. It eventually transpired that the gentleman with the jag was suffering from hallucinations, the predominating one, upon which he based his claim to consideration, being that his experiences with glasses (and tumblers) was large and varied. He was advised in a friendly way to "cut" them in future.

An Englishman who was present said that while the dinner was held on Thursday, it was nevertheless a "Fry" day. (British papers please copy.)

ITS ADVANTAGE TO THE CUT GLASS TRADE.

UPON invitation, A. L. Wyman, president of the National Housefurnishing Trade Exhibits, appeared before the convention of the National Cut Glass Manufacturers' Association at the New Grand Hotel, this city, last Thursday, and expounded his views concerning the benefits their branch of the business would derive from co-operating with and participating in the Exposition to be held at the Grand Central Palace next August. Mr. Wyman said in part:

The great success that has attended the annual automobile shows held in New York from year to year has been due to the fact that the leading manufacturers have united forces in order to make these expositions representative of all the leading makes on the market. The result has been that they are famous the country over, bring in the public from all sections of the United States, and, more important still, make it absolutely necessary that the dealers attend these exhibitions in order to keep posted.

What has been done in the automobile industry is now being done in the housefurnishing, crockery and glassware trades. This co-operative selling plan has involved the creation of the National House Furnishing Trade Exhibits, and of a National House Furnishing, Crockery and Glass Association, the latter providing the necessary organization through which leading manufacturers in all branches of the trade are unable to unite.

There is absolutely no question of the practicability of the plan—nor is there any question of its economy, of its sales efficiency, and particularly of its power to establish the trade upon a unified basis that will do for this trade all that the automobile expositions have done for the automobile trade.

Your co-operation, as representative manufacturers, is earnestly desired, and for the protection of your own best interests and the promotion of the best interests of the trade as a whole we ask you to unite

with us and with other leading manufacturers in the trade in making The National Housefurnishing Trade Exhibition, next August, representative of all the best lines in the the market and worthy of the presence of merchants whose total purchasing power is well over half a million dollars.

THE CONDITION OF BUSINESS.

When approached as to the state of New York business, New York representatives are apt to look gloomy and say: "Not what it should be." But when pinned down to facts nine-tenths admit that they have done more this year than last at the same time. Conditions have undoubtedly improved, and we believe that the upward movement is steadily progressing.

The pressed glass trade is experiencing the usual fillip preceding the annual shut-down. Orders are coming in freely, and this branch is busy.

Some lamp manufacturers have received enough orders to keep them going during the dull season.

The strikes going on at some of the cut glass factories could not have happened at a more convenient time for the manufacturers.

The blown and stemware branches of the industry are still as busy as ever.

The import china business is practically over now, and most of the representatives are either abroad or preparing to go.

The domestic potters have business enough to keep going, and new orders are coming in fairly well.

The general feeling throughout the trade is that the coming fall season will be a good one.

The enormous demand for blown and stem ware continues. The Pittsburgh and Vicinity. packing goods manufacturers are also filled up with business, for this is the season of the year when the bulk of the orders are specified for shipment. Tableware is slow, and lamps are about normal. Jellies are moving nicely.

Western pottery manufacturers East Liverpool are generally working about and Vicinity. seventy-five per cent of their kiln capacity, although in one instance a large manufacturer is working his plant to the limit. On the whole, however, business is a bit dull, so far as immediate orders are concerned. Retail

stocks are said to be very low, so that the future is assured.

Pottery and glass manufacturers in Wheeling and this territory are more or less Vicinity. divided as to the condition of business. Blown glassware men show an enormous amount of business on their books. Others use ugly words in expressing their opinions about trade. The potters are working over eighty per cent of capacity.

PLANS TO ENTERTAIN BUYERS.

ELABORATE arrangements are being made for the entertainment of buyers visiting the city during the National Housefurnishing, Crockery, Glass and Lamp Trade Exhibit. Manufacturers are banding together to make an interesting programme in which the ladies will not be forgotten. Men of national importance are to be asked to attend the various functions, and the whole affair promises to be a credit to the trade.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g May 25, '12	Correspond- ing period 1911	Exports Jan. 1 to May 25, '12	Correspond ing period 1911
Boston	190	124	2645	3362
New York	321	141	3231	3597
Baltimore	179	10	2953	5071
Philadelphia	34	69	1380	2176
New Orleans . . . . .	....	15	299	349
Newport News . . . . .	....	....	48	26
San Francisco	16	28	493	119
Portland (Me.) . . . . .	....	....	608	545
Galveston . . . . .	....	....	219	439
Portland (Or.)	17	....	82	....
Inland Points	14	....	223	834
Total	771	387	12181	16548

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

to	Shipments week end'g May 25, '12	Correspond- ing period 1911	Exports Jan. 1 to May 25, '12	Correspond ing period 1911
New York	321	141	3300	3373
Boston	190	124	2645	3301
Philadelphia	34	69	1369	2152
Baltimore	179	10	2953	5066
San Francisco	16	1	493	92
New Orleans . . . . .	....	15	302	328
Portland (Me.) . . . . .	....	....	693	389
Galveston . . . . .	....	....	219	439
Newport News . . . . .	....	....	45	26
Portland (Or.)	17	....	82	....
Inland Points	14	....	229	211
Total	771	360	12330	15377

The New York Crockery and Glass District.

THIS month has witnessed some radical changes in the outward appearance of the District. The Bureau of Incumbrances has been busy, and those having showcases or displays projecting beyond the building line have been requested to remove them. Signs projecting over the street more than twelve inches have had to be taken down. Stoops that extend into the street will be eliminated, and the platforms from which wagons are loaded must disappear. The Crockery Exchange Building management has been instructed to remove the railing around its premises and cut down the steps. It comes particularly hard on Adam Stecker, who has to remove the approach to Paul Joseph's showrooms and part of the entrance to his own establishment. All this will doubtless tend to increase public safety, but the landlords feel much disgruntled at being put to the expense.

The latest in iridescent glassware comes from the Imperial Glass Works, Bellaire, O., and is to be seen at the showrooms of Cox & Lafferty, 25 Park Place. This is a plaque bearing a picturesque scene of an old-fashioned American homestead by the side of a stream. An artistic rustic bridge crosses the water, under which are ducks peacefully enjoying a swim. The brilliant sunset obtained through the coloring of the glass is one of the attractive features of this new creation. There is no doubt but that it will be very popular with the trade.

Bawo & Dotter emphasize their ability to deliver any quantity of dinnerware, fancy short lines, fancy china, glass, etc., from stock.

The sporting instincts of the District generally are highly developed. During the last few days we have been asked our opinion on matters ranging from the Olympic Games at Stockholm to the probable efficiency of tadpoles for bait. On Sunday last we surprised one gentleman practising golf drives with a brassie and a tennis ball in the supposed seclusion of his back garden. We asked why the tennis ball? and were told that its greater size gave the golfer a

decided advantage, as when he used the correct ball he was only able to hit the halo! He is dead keen on winning the District golf tournament, and if the tennis ball doesn't work will try a football.

The new shape casserole made by the Guernsey Earthenware Co. is going exceptionably well. In this age of constant change the Guernsey people are fully maintaining their up-to-date position.

E. L. Bates is showing an attractive line of lamps at tempting prices. The designs are above the ordinary.

The Crown Novelty Co. have received this week a fine lot of new mirror plateaux. The distinctive character of these new designs lies in the fact that they are of French gray silver finish instead of the ordinary electro-plate to which one is accustomed. Combined with this is the extremely artistic engraved work on the mirrors, making them among the most attractive things in their line on the market to-day.

L. Bernardaud & Co., 50 Murray street, will send a sample plate of any of their open stock dinnerware patterns for inspection by prospective purchasers. There are fifteen excellent designs to choose from. Drop them a postal.

W. F. Upham has a very attractive display of the products of the Clinton Glass Co. at 64 Murray street. The flower designs, daisy and star effects, are admirable, and the prices are equally attractive.

C. B. & J. Warner have just placed a very handsome showcase along the entire side of their showroom to house the new line of Sheffield plate that they are having such success with. It was built out of the profits of the first order they took, which, as previously announced, came to over \$1,500. The strange thing about this order is that it was placed at regular prices for a special sale, and in two or three days \$1,390 worth of it was sold. Now a large repeat order is being prepared, and Warner Bros. have come

to the conclusion that the Sheffield plate business is "all to the good."

The Roma Ivory ware on display at the New York showroom of S. A. Weller is attracting as much attention as ever. L. H. Lightner, the new manager, is very enthusiastic over it. The shapes and colorings are beautiful. Fern dishes mounted on pedestals, jardinières of all descriptions, and large flower and fern boxes suitable for porches or windows—all are decorated with equally good taste, and are ideal for the purpose.

The Central Glass Works has sent its New York showrooms some new glass beer seidels with sanitary covers. The latter are easily detachable, being slipped over the glass and held secure by means of an elongated clip. The object of this is to allow thorough washing of the glass without the hindrance of the lid. These covers are silver-plated and very attractive in design. The new line of tumblers is now complete. The departure in this design over their Touraine shape is that the edges are cupped, making an extremely graceful glass.

Cut glass manufacturers who desire to secure wire meshes for their rose and flower vases will do well to see those made by the New York Wire Frame Co. Flower-holders, lamp-shade frames, and such articles, are their specialties, and quick delivery is their strong point.

The Goodwin & Kintz Co. have sent to their New York showrooms some fine new domes of original design. One that attracts much attention has a skirt or apron nine or ten inches deep, around which is depicted a tropical scene. Coconut palms are waving in the wind, while gorgeously brilliant sunset effects are worked out in the art glass.

OBITUARY.

LINCOLN R. LORING, who had been in the crockery business in Portland, Me., for more than forty years, and vice-president of Burbank, Douglass & Co. since 1882, passed away very suddenly June 5, aged sixty seven. He had a large business acquaintance in Maine, New Hampshire and Vermont, and few men were better known and respected.

Thomas A. Snape, aged fifty-eight, bookkeeper at the C. C. Thompson Pottery Co. in East Liverpool since 1886, died last Sunday night in the Mercy Hospital, Pittsburgh, to which he had been removed a few weeks ago. Mr. Snape was born in Preston, Lancashire, Eng., February 18, 1854. He came to this country in 1882, going to Trenton, where

he worked two years for the Joseph Mayer Co. In 1884 he went West, his first position being with the Wyllie pottery.

SAN FRANCISCO AND THE COAST.

WHILE business in crockery, glass and kindred lines shows little activity at present, and will probably continue somewhat quiet until the new fall goods are put on the market, merchants say that prospects are splendid for a good fall business in spite of this being a Presidential election year.

W. R. Nieper, buyer for the Dohrman Commercial Co., is looking after business interests in Los Angeles this week.

Fred Dohrman, Jr., general manager of the Nathan-Dohrman Co., left for Chicago this week on business for the house.

Mrs. Davis, who gave the Manning-Bowman demonstrations at the Nathan-Dohrman household show, is this week repeating the same at the store of the Howell-Dohrman Co. in Oakland.

Geo. Bockman, Coast assistant for the Fostoria Glass Co. and the Edwin M. Knowles China Co., is covering the San Joaquin valley.

Mr. Bloch, president of the Anglo-American Importing Co., is in the southern part of the State on business.

F. M. Dunn, Coast manager for the United States Glass Co., says that the effect of the extreme hot weather the past week has been to increase the orders for tumblers and soda fountain supplies.

J. M. Takito, of Takito, Ogawa & Co., Japanese importers of Chicago, stopped over here for several days on his way to Japan, where he is going to look after the factories there under the company's control and to arrange for new lines for 1913.

H. Cronmeyer says that the import season finished up very satisfactorily with the Bawo & Dotter lines and that the new stock samples will come in shortly. This week the sample rooms are being cleared to make room for them. J. Brunner's trip in the Northwest was very successful, especially in cut glass and housefurnishings.

M. Merten, secretary of the American Import Co., is calling on the trade in the Middle West this week.

Mr. McCarthy, representing the Bradley & Hubbard Mfg. Co., is showing his samples at the St. Francis this week.

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

Indications at this time point to the starting of a new glass factory near Brilliant, O., within a few months by Pittsburgh interests.

It is said that property there has been bought and that new buildings are under course of construction. Lighting glassware will be made. Just who the parties are who are back of this new proposition has not been announced.

Confectionery and soda fountain supply dealers are looking for something in glass that will not break easily, and with this end in view an inventor in the Pittsburgh district has started to work on a proposition which may overcome all breakage. The scheme is to encase the glass with some metal or substance which will stand "hard knocks." The item will cost a great deal more than sodas and sherbets now sell for, but it is claimed that the saving in the end will more than justify the original cost.

The B. F. Pritchard Co., have taken on the lines of lighting glassware made by the Krakno Glass Co., of this city. The line has been increased.

The way the various packing houses throughout the country are ordering glass goods this season shows that large crops are anticipated. One firm placed an order with a Pennsylvania factory a fortnight ago for thousands of dozens of tumblers, while another ordered over fifty cars of a variety of containers to be delivered at the rate of so many cars per month.

The new fall line of lamps is now being shown by the Consolidated Lamp and Glass Co. Floral decorations predominate in the treatment, while a number of new shapes have also been added.

"Venus" is the name of the new electrolier just placed on the market by the United States Glass Co. In the plain surface between the pressed pattern in both the shade and the standard an etched treatment has been added. The floral effect is shown in the pressed mold. W. J. Dillon, carrying bar and fancy goods,

and W. I. Campbell, with the lamp line, have returned from their Southwestern trips. S. R. Frazier and W. F. Jones have left for a brief trip through the Northwest.

Four furnaces are being operated night and day shifts by the McKee Glass Co., of Jeannette. Several new specialties are contemplated which may be ready for the trade within a short while. Sales Manager George Saylor spent a brief season in the Pittsburgh district last week.

Mr. Harris, buyer for Seigel-Cooper Co., New York, was in the district last week buying glass and semi-porcelain goods. Another buyer to pass through from the East to Wheeling was A. Schlueter, of Oakland, Cal., who was accompanied by his handsome daughter.

It will be simply impossible for the blown glassware factories to get all orders specified to be shipped before July 1 out at that time. Manufacturers of these lines are very much "up in the air" and hardly know where to turn. They are far behind in orders, the business being much heavier than they anticipated.

Through a large Philadelphia house the Central Glass Works, of Wheeling, has received an order to equip the "Patria" and "Cuba," two ships of the Cuban navy, with glassware of the quality that the Central is now furnishing the United States Navy. The order calls for distinctive crests and monograms for the different tables.

The Crystal Cut Glass Co., which was formed at Honesdale, Pa., last December, announces the purchase of the factory vacated by the Kelly & Steinman Co.



Fire of unknown origin totally destroyed the new Buckeye Tumbler Works at Shadyside, O., owned by Charles Rodéfer, last Friday evening. Building and contents are a total loss, as no insurance was carried.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 13, 1912

CHINESE PORCELAINS.

THE first to manufacture porcelain, the Chinese still hold a unique position as regards body, glaze and decorations. The fact that their paintings are odd to our eyes does not in the slightest detract from the purity of their art, either in conception or execution. Much of the ware is crude, but in the higher grades the texture of the body and the beauty of the glaze commend themselves to connoisseurs, while in the freehand drawings there is a grace which conforms to all the recognized rules of art. Chinese antiques are always in demand, and collectors pay exorbitant prices for rare pieces, but there is comparatively little call in the regular commercial channels for either antiques or modern wares as compared with that for Japanese productions; and yet the goods will compare favorably with the latter, particularly in the high grades.

Commercially the Chinese are so conservative that they will not depart from their established customs and are not inclined to adapt themselves to the wants of the people of to-day. Manufacturers of pottery in China have been repeatedly asked to make goods in the modern styles and have steadfastly refused. They are not as progressive as the Japanese in this direction, and it is not likely that even if they consented to produce designs which would sell in this market they could compete with the Japanese in price, although there is no doubt that they could make anything they attempted, as they are wonderful copyists and could reproduce English, French or

German patterns so exactly that so far as the painting is concerned no one could tell the difference.

The Chinese have never attempted to make a white body—which is just as well, seeing that they decline to reproduce European decorations. It would not seem natural to see native designs on a white body. Somehow or other their china and pictures go together. The Japanese, who are now making excellent white bodies, have found that for commercial purposes the Japanese style of ornamentation does not sell as well on the white as it does on their own peculiar porcelain.

The Chinese excel in colorings, and the principal wares which find a market here—Canton Blue and Green Medallion—are good examples of this quality. The writer has two cups and saucers of Chinese porcelain, antedating 1757, the decoration on which is the Blue Willow pattern now so famous, and from which the modern pattern is taken. The blue on these pieces is much darker than that of the modern ware, and has a richness not seen elsewhere. Their reds are as peculiar as their blues and greens, and on their own wares look quite appropriate. But see these same reds on French or English china, and the result is hardly describable. They do not seem right unless used solid. This red is really a wonderful color. Many efforts have been made to imitate it by both European and domestic potteries. An English concern has succeeded in getting it very nearly; but still, after twelve years of experimenting and the expenditure of large sums of money, no expert would be deceived. The gold, too, which they use seems in keeping when applied to Chinese porcelains; otherwise it is too brilliant and glaring and has a tawdry look, particularly on the cheap goods—more so even than the bright gold on some of the cheap German wares—and is in strange contrast with the softness of the pigments used in their floral and other designs.

PERSONAL.

AFTER a long term of faithful service, E. D. Bartholomew leaves the employ of Wm. H. Hengerer & Co., Buffalo, N. Y., on Saturday to take charge of a new department to be opened by him for the B. Nugent & Bros. Dry Goods Co., St. Louis. It is in the same building that Mr. Bartholomew was in when buyer for the Simmons Hardware Co. The new department will occupy the main floor of a building across from the main store recently acquired in order to care for increased trade. Mr. Bartholomew will be pleased to receive catalogues, illustrations and price lists of crockery, glass, lamps and housefurnishings. He is starting a brand-new department, and requires all the necessary data, as he has to build from the bottom up. This will not be a hard matter

for one so well versed in the trade, and it is a foregone conclusion that the department will be a success.



Oscar Kopel sailed for Europe last Tuesday on the Mauretania.



W. G. Minnemeyer, of the Dugan Glass Co., spent three or four days last week in the city with the New York representative, Wm. Dealing.



Thos. Tiddy, of Mount Carmel, Pa., whose business has so grown as to necessitate larger premises, visited the city this week for the purpose of buying goods.



Jacob Steinbach, of Long Branch, N. J., was a very early visitor one morning this week. Eight o'clock saw him in the District ready to begin buying.



S. Allen, of Haverstraw, N. Y., was a visitor in the metropolis on Wednesday making purchases of china, glass, lamps, etc. He has recently moved into a new and handsome building which gives him a considerable increase of floor area.



Swazey & Nevins, of Patchogue, L. I., were placing orders for immediate delivery in anticipation of a good season's business. The town is already receiving more than its usual quota of summer visitors.



Neal McColgan, with Houghton & Dutton, Boston, was browsing around the District on Wednesday.



Knowing Wm. Dealing's interest in dogs, we call his attention to the fact that two were sold in Paris recently for \$10,420. They were not Airedales, but animals of the Fo breed, Kang-hi period, enameled bisque.



Raymie Curtis has resigned his position with the Coshocn Glass Co. and will be succeeded by Charles Lightell.



A. H. Ledden made his usual trip to Philadelphia this week with excellent results.



Henry J. Vieman, assistant buyer at the establishment of Carson, Pirie, Scott & Co., Chicago, was married June 6 to Miss Mabel A. Kehl.



Edward Unger is at East Liverpool, having started on Monday evening last, and will remain for a week or more. To use his own expression, he has gone there to "fix his fences and prepare for the

fall business." When he returns he will immediately apply himself to the task of removing his samples to 36 Murray street, where he has taken showroom space with W. R. Demorest.



G. C. Gillen made his first visit to the District as buyer for W. E. Waller, of Rutherford, N. J., on Monday.



J. B. Williamson, of Williamson & Jenkins, Vancouver, B. C., spent the week in New York and made liberal purchases.



Wm. Rowland, of new Brunswick, N. J., was represented in the District on Wednesday by Mr. Van Arsdale, who placed orders with many agencies.



Returning from a trip to Europe on board the George Washington, Frederick Buscombe, president of Frederick Buscombe & Co., Vancouver, B. C., arrived on Monday last, accompanied by his wife, and left for home on Tuesday.



J. H. Newberry, Stroudsburg, Pa., was represented in the District this week.



Wm. F. Haynes & Co., the silver-deposit concern at Mount, Vernon, N. Y., were buying blanks in handsome quantities this week.



H. B. Salzer, of the "China Shop," Trenton, N. J., was in town last week purchasing cut glass, among other things.



S. W. Tasch, a jeweler doing an extensive business at Danbury, Conn., was placing orders for cut glass in acceptable quantities.



Winslow Goodwin, general manager of the Goodwin & Kintz Co., Winsted, Conn., spent Wednesday and Thursday in this city looking the situation over preparatory to the fall trade.



Messrs. Mills and Gardner, of the Mills-Gardner Co., Chicago, remained over after attending the convention of glass cutters to take up special matters with Cox & Lafferty, their New York representatives.

GLASS IMPORTERS HELD IN BAIL.

UNDER an indictment charging that McFaddin & White, importers of glass at 38 Warren street, made a false entry on Nov. 18, 1907, of twenty-seven cases of glass imported from Vienna, Austria, the

defendants, Harrison D. McFaddin and Arthur N. White, were arraigned last week before U. S. Commissioner Shields and held in \$2,500 bail each for trial.

AT CHICAGO.

IN order, it is said, to escape from labor difficulties the firm of Johnson & Carlson, manufacturers of cut glass, are now making preparations to move their factory from Chicago to Plymouth, Ind. For eight years this concern has been located on Elm street, and has in that time built up probably the largest plant of its kind in Chicago. Recently the employees, numbering over 100, walked out. Attempts to adjust difficulties were made, but with no apparent results, and the plan to move is the outcome.

Inspector Kimball, representing the cut glass manufacturers, was in Chicago last week to look over the output of the various plants here.

Mr. Barenreght, of Russell & Barenreght, Kalamazoo, Mich., was in Chicago this week making purchases.

T. M. Gore, glass salesman, made a short trip to points in surrounding territory the past ten days.

G. W. Milligan, who started out to visit his factory in Ohio about ten days ago, but lost his ticket and was compelled to leave the train at a small Indiana village and come back to Chicago, started all over again, and this time completed the journey without mishap.

J. M. Lewis, president of the Consolidated Lamp and Glass Co., Coraopolis, Pa., spent several days in Chicago visiting his local representative.

S. W. Trick, of Trick Bros., Benton Harbor, Mich., was in the city last week and placed several good-sized orders both for immediate and future delivery.

D. G. Welty, Chicago manager for Gillinder & Sons, has just returned from an extensive business trip through the Northwest. "Business was rather quiet," said he, "but not more so than I anticipated. The business men of Minnesota, the Dakotas and Wisconsin say that if crops turn out well business will boom the coming season, regardless of conditions in any other part of the country. The outlook now is splendid." Mr. Welty says that in his travels he noted a striking example of perseverance, business judgment and ultimate success in the progress made by Anderson's—the exclusive crockery store in Min-

neapolis. Mr. Anderson went to Minneapolis a few years ago and secured a location on the high-rent street, Niccolet avenue, and by catering to the very best people in the Flour City has built up a big business. The store is a model of refined simplicity and elegance.

BUSINESS BRIEFS.

J. Leopold & Co.'s stock of china and glassware at Baltimore, Md., was destroyed by fire June 8. Loss \$25,000.

* *

The employees of Bawo & Dotter will have their annual outing on Saturday, when a most enjoyable time is anticipated.

* *

The contract for supplying the china to the Hotel McAlpin has been awarded to Theo. Haviland & Co., and for glassware to B. Gunthel, who will supply the Val St. Lambert product.

* *

The Peconic Co., of Sag Harbor, L. I., will fire its first kiln this week. C. E. Fritts, of Sag Harbor, is president of the concern, and many local people are stockholders. The capital is \$50,000.

* *

The court has confirmed a composition of Moses Rapaport, dealer in china and housefurnishings at 298 Bowery, with creditors at 33 $\frac{1}{3}$ cents on the dollar, payable 13 $\frac{1}{3}$ cents cash and 20 cents in four notes of 5 cents each in two, four, six and eight months. Liabilities \$45,920.

SALESMEN must be competitors, but credit men should all be partners. Credit men should not even try to stand alone. To paraphrase a little.

They should share each other's woes—
Each other's burdens bear;
And each should always ready be
To help the other swear.

Should you desire additional information regarding any of the special offers in our Merchandising Department, fill out and mail us the coupon printed below.

Please send me further particulars regarding
No. in the issue of "Crockery and Glass
Journal" dated

MERCHANDISING DEPARTMENT.

[This department is carried on in the interest of buyers, particularly out-of-town men who cannot visit the market every day and who may not be able to get around to all the manufacturers' showrooms, yet are looking for special goods that are bargains. Nothing will appear here that has not some special or attractive feature, the main one being price. In writing to the "Merchandise Editor" for particulars please quote the number of the item that you are interested in.]

MANY of the items for sale where large quantities have been listed and the privilege accorded to buyers to take what quantities they could handle are still appearing in this column, as there are still some on hand. In many instances the first purchase has been immediately followed by another and larger, so excellent have been the values offered. It is well not to delay too long, as disappointment may result; even those remaining at time of publication may have been snapped up, as has happened repeatedly.

ON SALE.

A 87—30 tankard jugs, lead blown, with pretty grape design, light cutting, well executed, at 75 cents. This is an undoubted bargain. This jug with six light cut glasses listed at 63 cents a doz. and an ornamental plateau at 41 cents make a sales proposition hard to beat. The set to cost \$1.48 would be dead cheap at \$2.50 for the purchaser and show a good profit for the retailer.

A 98—48 sample mirror plateaux varying in size from 8 in. to 20 in., different styles, with ornamental mountings, silver-plating guaranteed, beveled and beaded glass mirrors. Also 14 sample trays in sizes from 8 x 10 to 16 x 20, same design as plateaux above. All these trays and plateaux are offered at 15 per cent discount off the regular price list in order to clear them out to make room for new samples about to be shipped. These are all high class wares, and would make a good assortment to help round out a sale.

A 96—150 12-inch mirror plateaux at \$8.40 per doz. 36 14-inch mirror plateaux at \$12 per doz. All have beveled glasses and polished silver-finished frames on high feet. These are particularly good value, and as there is only a small quantity speedy action is advisable. Quantities to suit buyer.

A 89—72 lemonade or water sets of fine Japanese china in a very handsome floral decoration with heavy gold stippling, consisting of a half-gallon jug and six handled cups, at \$1.12½ a set. The usual price is \$1.37½. Will be sold in two lots of 36 sets each. No charge for package or freight. This is a most seasonable offer and cheap.

A 97—75 3-pint cut glass jugs at 64 cents each. Decorated with a fine buzz star pattern well cut on A1 lead blanks. Three-fourths are cracked or checked at the top of the handle, but not very noticeably. Will close out the lot for \$48 net cash. Regular barrel charge, f.o.b. factory. An excellent bargain for a special sale.

A 79—15 three-pint water jugs, light blown, with an exceptionally handsome floral cutting, marguerite motif, well worth \$1.75 each, will clear the lot for \$1 each. These with seven and a half dozen tumblers listed at 70 cents, same design, and fifteen plateaux listed in this column at \$5 a dozen, would make a wonderfully attractive "wedding gift" offer. Thus the set of six tumblers, a water jug and plateau would cost \$1.77 and would be very cheap to retail at \$3.

A 84—650 pieces of the well-known "Schlegelmilch" ware, import samples, consisting of fancy salads, cake plates, sugars and creams, etc., at less than the regular import price. A purchaser of this line has an opportunity of getting ahead of the market and showing it first and saving money too. Quantities in assortments to suit will be made up.

A 92—Only four cases left. Berry sets of fine Japanese china, liberally traced with gold and hand-painted. 24 sets in a case, 6 different styles in each. Special price in case lots, 68 cents set.

A 93—100 doz. light blown lead tumblers, pretty rose cutting, at 62 cents per doz., f.o.b. New York. Barrels extra.

A 94—100 doz. light blown tumblers, cherry design in light cutting, 62 cents a doz., f.o.b. New York. Barrels extra.

A 95—100 doz. light blown lead tumblers, clustered grapes and vine decoration in light cutting, 63 cents a doz.

The foregoing three numbers are the best bargains that we have seen

A 85—Assorted packages of specialties—vases, bonbons, mayonaise dishes, sugars and creams, fancy mustard pots, cups and saucers, extra tea size. Not an article worth less than \$4 a doz.; many are worth \$6. Six of each item in a package. Offered for \$2 a doz. in 6 doz. packages, or \$12 a lot; f.o.b. New York.

A 83—Seventy-five per cent of the following matt green jardinières, many embossed and footed, and all good shapes, have been sold, but there are still enough left for one or two fair shipments of the assorted line. The manufacturer, who is particular in selecting his regular goods, offers these as more or less imperfect:

6 doz.	5 in.	at \$.85 doz.	regular price	\$2.00 doz.
6 "	6 in.	at 1.20 "	"	2.50 "
6 "	7 in.	at 1.80 "	"	4.00 "
6 "	8 in.	at 2.50 "	"	5.50 "
20 "	9 in.	at 3 75 "	"	6.50 "
20 "	10 in.	at 6.00 "	"	8.00 "
20 "	12 in.	at 9.00 "	"	24.00 "
12	umbrella stands,	matt green, at \$9 doz.; regular price \$24 doz.		

F.o.b. factory; no charge for package. Quantity to suit buyer.

A 86—Assorted packages containing cups and saucers, milk mugs, oatmeal bowls, plates, pin trays, covered bon bons, peppers, salts, all excellent and novel decorations. Just the thing for a sea side resort. No article worth less than \$2 a doz; many worth \$2.50. One doz. of each article in a package at \$10.50 per package; f.o.b. New York.

A 88—One of the largest glass manufacturers in the United States whose reputation is beyond question offers the following bargains in regular lead blown tumblers to close out:

5 barrels,	17 oz. capacity,	straight,	at 50c a doz.
7 " "	18 " "	" "	50c "
23 " "	19 " "	" "	60c "
24 " "	20 " "	" "	70c "
6 " "	7 1/2 " "	concave,	25c "
8 " "	8 " "	" "	25c "
32 " "	12 " "	taper,	35c "
18 " "	17 " "	" "	50c "
5 " "	7 " "	straight,	25c "
5 " "	10 " "	" "	30c "
13 " "	11 " "	" "	30c "
15 " "	12 " "	" "	30c "
13 " "	8 " "	fruitina,	25c "
4 " "	12 " "	" "	35c "

F.o.b. New York. Barrels 50 cents each. The firm making this offer is favorably known from one end of the United States to the other.

A 75—320 doz. cut glass tumblers bearing delicate and artistic floral designs. Light lead blown, 9 oz. Would be cheap at 75 cents doz. May be had in quantities to suit buyers at 65 cents doz. This is the best value in light cut tumblers we have ever seen offered, considering the quality. No time should be lost in making application.

A 76—A Western potter is offering 100-piece dinner sets, Western composition—no soup tureen—every piece gold-lined, with four spray decoration, either plain or scalloped shaped, at \$4.75 per set. Usual charge for packing and freight.

A 77—At a bargain—100 pieces highly finished and polished lead cut glass, consisting of

24 8 inch bowls	12 6 in handled nappies
6 celeries	5 orange bowls
15 baskets	5 two-handled comports
10 spoon trays	6 oils
4 3 pint jugs	5 10 in vases
8 sugars and creams	

Regular price \$175. To be closed out at \$142.60, f.o.b. factory. Regular package charge.

A 90—Get these in time for the preserving season:

15 gross Economy fruit jars,	pint size.
25 " " "	quart size.
5 " " "	2 quart size.

Will sell at 20 per cent off the 50 gross price.

A 80—100 doz. cut glass light lead blown tumblers with a beautiful floral design, marguerite motif, well worth 80 cents a doz.; will sell at 70 cents to clear out, in quantities to suit purchasers. Don't hesitate to order these; they are a bargain.

A 81—A subscriber writes: "We are loaded in our wholesale department with Way-Kuk cooking bags and will offer same in one hundred lots at 10 cents a package—\$10 a hundred packages. All in good, clean shape.

A 82—A manufacturer makes the following exceptional offer: 4,000 pieces solid gold and gold-lined and silver-plated china, including cream and sugar sets, candlesticks, hatpin and pepper sets, card holders, violet holders, shaving mugs, individual salts, mustards, hair receivers, coffee pots, fern jars, ash receivers, handled olives, powder boxes, extra creams, teapots, ash trays, etc. Will close the entire lot out at fifteen cents each, f.o.b. factory; no package charge. Samples and photographs sent on request. Everything in the above assortment, except salt and pepper shakers and toothpicks, cost in the plain white china more than the price they are offered at. The teapots and some other items cost from \$4.50 to \$9 a doz. in the plain white.

The above are done up in ten different packages, and will be sold per package if so desired. Particulars of each package may be obtained upon application. Prices of package lots vary from 10 cents each piece up to 27 cents each, depending entirely upon the package selected.

A 78—20 doz. light blown saucer champagnes, cut with graceful grape and vine designs, worth \$2 a doz; will take \$1.80 to clean out. This is a clear saving on a staple article.



MERCHANDISE WANTED.

55—Wanted a line of cut glass seconds.

56—An assorted lot of gold band decoration in short lines and dinnerware. This dealer can use upwards of 5,000 sets during the month of August and September if the price is right.

57—One of our subscribers wishes prices on a quantity of eikhorn handled beer mugs, blue underglaze.

47—Here is an excellent opportunity for some enterprising pottery. A subscriber writes: "I am wanting a price on gold band goods, to be shipped in assortments; can use from five to ten thousand during the months of August and September if I can get the proper price."

49—Several firms have requested that we secure for them a line of cut glass seconds for a sales proposition.

51—A subscriber writes: "I am in the market for a line of handled beer mugs popularly called Bohemian mugs. The pattern is fluted like the old Huber shape and of squat proportions. These are wanted in 5, 8, 10, 12 and 14 oz.

53—A Canadian desires quotations on one- to five-gross lots of 3 to 3 1/2 oz. individual glass serving marmalade jars. These jars should not have screw top. The inquirer will need five gross monthly.

54—24,000 bowls 6 1/2 in., 3,400 cups, 1,000 bread plates 8 1/2 in., 10,000 butter and cheese plates 7 1/4 in., 500 individual butter plates 2 5/8 in., 20,000 dinner plates 9 in., 13,000 soup plates 9 in., 2,500 saucers, 9,000 vegetable dishes 9 3/8 in. For particulars and specification blanks apply to CROCKERY AND GLASS JOURNAL. This should be acted upon at once.

58—Quotations wanted on three-quarter-pound and ten-ounce glass honey jars.

AT BOSTON.

THE Malvern Range, a British freighter from Fower, has just arrived with 5,000 tons of china clay. She is the first steamer for some time to reach here that has followed the northern steamship route. Capt. Foxworthy states that he sighted dozens of icebergs, some of huge size, with lofty pinnacles.

"Big Jim" Deens, of the D. E. McNicol Pottery Co., visited their Boston agents, Francis & Chase, this week.

Emile de Riesthal, assistant to J. J. Jacklin, buyer of china and glassware for the Henry Siegel Co., has retired from his position with this house. His successor, R. Waldo Emerson, is a New York man.

The Gardner Hardware Co. has been incorporated for \$25,000 to deal in hardware, kitchen-ware, etc, Myron B. Damon, president; Robert D. Gould, treasurer; I. Newton Damon, secretary.

"Jim" Uniack, representing the Hunt Cut Glass Co., headquartered at Young's Hotel this week.

Tim O'Connell, buyer of cut glass and novelties for A. Stowell & Co., Winter street, will sail in two weeks on his annual purchasing tour throughout the trade centres of Europe.

Manning Brothers have opened a new store in Hayward Block, Milford.

The Harry W. Hart variety store at Cliftondale has been purchased by Earl A. Witcher and Samuel C. Maddox, both of Boston.

The two McKennas, William for the Wayne Cut Glass Co., and Charles for Kelly & Steinman, visited the Boston coterie this week.

James Leary, buyer of glassware for J. Samuels & Bro., Providence, has returned from a trip to New York City.

Harry S. Clarke, representing Robert Slimmon & Co., was in town this week.

Justin Tharaud, with the popular "Chateau" china, was one of the "sellers" in the Hub this week.

The Pittsburgh Lamp, Brass and Glass Co.'s new samples have arrived at their Boston showroom and are now ready for buyers' inspection.

Buyers here this week were: Frank Bicknell, of the Tilden-Thurber Co., Providence, R. I.; Mr. Brac-

kett of Brackett, & Tilford, Peaks Island, Me.; Mary F. Hodgeman, Southwest Harbor, Me.; Mr. Robbins, with the E. C. Nichols Dry Goods Co., Bangor, Me.; Mr. French, with The Barton Co., Manchester, N. H.; Frank H. Dunmore, with The Shepard Co., Providence; Mr. Richardson, for the Clarke-Sawyer Co., Worcester; William H. Rudderham, Beverly branch of Almy, Bigelow & Washburn, Salem.

GUARDING HER TREASURES.

FOR a considerable period we have been draining England of her art treasures, and consequently her leading men are striving to alter the existing state of things. A. J. Balfour, ex-Prime Minister, speaking in London, invokes Government assistance not only as regards pictures, but in connection with ceramic art generally. Has anyone in this country got his eye on the Portland Vase?

IN THE NORTHWEST.

BUSINESS in Seattle, Wash., is assuming a very bright shape and all are looking forward to a satisfactory summer and fall business.

The Stone, Fisher Co. have improved and enlarged their crockery and household section and report that business is satisfactory. This department is looked after by A. J. Martin, who took charge last fall and has become a great favorite with both the customers and the trade.

The Panton & London Co. have converted a small sprinkling of household, crockery, lamp and cut glass lines into a very large department in charge of S. G. Levy, formerly with the Glass Block Store, Duluth, Minn. While one of the younger department managers, Mr. Levy has proven himself a valuable acquisition to this well-known store and has made hosts of friends since his arrival.

Frederick & Nelson, one of Seattle's leading department stores, is having attractive special sales daily. The artistic department would be a credit to a store in any city in the United States. W. Kenner, the manager of this department, reports business as being satisfactory and feels quite jubilant over prospects. Mr. Kenner is assisted by Miss Nellie Stathan in the china, glass and crockery department, and Mr. Clark has the management of the household end.

A. Hellenthal, buyer and manager of the china, crockery, glassware and household department of the Bon Marche, deserves great credit for the showing he

has made during the past three years that he has had charge. He is considered one of the most wideawake and aggressive buyers in this section, and has just enlarged and increased his already enormous department.

Miss Mary Brennan, who was formerly assistant manager of the household department of the MacDougall & Southwick Co. of Seattle, has been transferred to the People's Store, Tacoma, to fill the position of buyer and manager of the entire department of crockery, china, glassware, lamps and household lines. As is well known, the two stores are under the same management, and the promotion of Miss Brennan has been made through her diligent attention to her duties as assistant. She is receiving congratulations daily, and has already shown by the improvements made in this department that the management have used excellent judgment in assigning her to this position.

The MacDougall & Southwick Co. continue to enjoy a very satisfactory business. In this store is to be found a splendid display of the very finest china, glass, etc., which is looked after by the very popular Miss M. Kelly, and the household department is taken care of by H. Nickie.

For the convenience of the trade the L. J. Navra Co. have secured a large space in the basement of the new Calhoun Hotel, where they are making the best display of lines of crockery, glassware, cut glass, lamps and household lines ever shown in this section. They represent a number of well-known Eastern factories, and report that business is very good.

TRADE TIPS.

AT Isanti, Mich., Carlson & Peterson have started in business and want information relative to putting in a stock of domestic pottery and glassware.

Belleville, Kan.—Catalogues of pottery and glassware are wanted by Fredrick Wineland, who plans to put in a stock of both in his new store.

Calumet, Iowa,—James Ewoldt has bought out the business of George Shafer, who will handle crockery and glassware.

Lidderdale, Iowa,—Subbert & Rohrbeck have started in business here and will carry pottery and glassware. Catalogues are wanted.

An American consular officer in Canada reports that a resident of his district desires to receive quotations from manufacturers of $\frac{3}{4}$ pound glass jars, known as "honey jars," and 10 ounce jars of a similar

sort. For further information, write to Bureau of Manufactures, Washington, D. C., and refer to File No. 8933.

Milwaukee, Wis.—Catalogues of five and ten cent goods are wanted by Ferdenherdt & Co., who have opened for business here.

Kindred, N. D.—Peter Anderson has sold his business to Theo. Erickson. Housefurnishings, crockery and glassware will be carried, and catalogues are wanted.

Kirkland, Texas.—The Tyner Hardware Co. has been formed here with \$10,000 capital. Pottery and glassware will be kept in stock.

Callaway, Neb.—Ben Hardin has sold his business to the Arnold Hardware Co., and will carry housefurnishings, glassware and pottery.

Mora, Minn.—Glassware is now being carried by the Romedene Hardware Co., together with liberal stocks of housefurnishings.

Ontario, Cal.—Bence & Higgins have bought out Dilworth & Keiser. Crockery and glassware are carried and catalogues have been requested.

Alden, Iowa—Charles A. Norris has bought out an established business here and will continue carrying glassware and domestic pottery.

Paris, Texas.—The capital stock of the H. S. Betts Hardware Co. has been increased from \$125,000 to \$150,000. Crockery, glassware and housefurnishings are carried.

Meriden, Idaho.—W. J. Hone has opened a bargain store and wants catalogues of pottery and glassware.

Farrar, Iowa.—M. A. Porter, who has opened a new store here, will carry liberal stocks of glassware and pottery.

Yates Centre, Kas.—A. C. Hefner, who has started business here, will carry a stock of glassware.

Arcadia, Neb.—Thompson & Anderson have disposed of their business to M. S. and Walter Cummins. Catalogues of glassware and pottery are desired.

Ennis, Texas.—The Blakey-Clark Hardware Co. is increasing the capacity of its retail buildings and will carry more extensive lines of pottery and glassware.

Clarksville, Tenn.—W. A. Harper & Bro. are erecting a large store to replace the one destroyed by fire. Catalogues of pottery and glassware are wanted.

Among the Potteries

East and West

East Liverpool and vicinity Willard R. Morris, for twenty-nine years continuously affiliated with the Knowles, Taylor & Knowles Pottery Co., has resigned his position as salesman, effective July 1, and on that date will become secretary-treasurer and general manager of the Globe Pottery Co., succeeding Clarence H. Bauman. Mr. Morris first started to work in the warehouse of K. T. & K., and for fourteen years had charge of that and the shipping department. He has spent the last fifteen years on the road, with the exception of one year, when he was manager of the "china works" of the K. T. & K. interests. Mr. Morris will reorganize the Globe line, and is planning an entire new dinnerware proposition for the 1913 season.

The purchasing of exclusive dinnerware patterns for 1913 has begun. Three exclusives were bought last week, and it is evident that the Western manufacturers are going after a higher class of treatments than ever. Two of these new treatments will be patented, for the manufacturers are bound to put a stop to the copying of patterns.

The Cosmopolitan Club, of which a number of pottery manufacturers and salesmen are members, gave their first outing last Monday afternoon on the George farm, eight miles north of the city on the Youngstown and Ohio River railroad.

George C. Thompson, of the Thompson Pottery Co., has returned from a business trip to New York and other Eastern cities.

Morris Bergman of New York was in the district during the last week placing orders for immediate delivery.

The entire Western territory for the Warwick China Co. has been placed under the care of the Burley & Tyrrell Co., Chicago.

Just as soon as the results of the Republican and Democratic national conventions are announced, look

out for a lot of candidate and "favorite son" plaques and souvenirs being placed on the market. Decal houses have sent advance samples of "possibilities" to the pottery manufacturers, and orders will be placed as soon as the conventions have ended their work. This same stunt was pulled off four years ago, with the result that a lot of new specialty business was picked up by manufacturers.

The Smith-Phillips Co. report a better demand for their "Princess" dinnerware than at any time since early in the spring. The decorating department of this plant is working to capacity, the more costly patterns being the best sellers. Two new treatments will be shown next month.

James Deens, representing the D. E. McNicol Pottery Co., is in the East showing their new line of dinnerware.

Evas Sebring, general manager of the E. H. Sebring China Co., of Sebring, was here last week.

Immediate orders for dinnerware from the plant of the Edwin M. Knowles China Co. are good for this season of the year.

Hugh Nevin, Eastern salesman for the K. T. & K. Pottery Co., is spending a season at the home office. George Davis is working the Western and Pacific Coast territory. W. C. Lynch and W. G. Jackson are at home for the month, and will not start cut until after July 4. Allen Green has been appointed general superintendent of the plant succeeding Thomas Blackmore, resigned.

The annual outing of the National Brotherhood of Operative Potters of the Western district was held at Rock Spring Park, this city, last Monday. Thousands attended. The annual convention of the Brotherhood will be held in Atlantic City commencing June 27.

Decal salesmen have been working the district hard of late. Rudolph Gaertner, P. E. Mueller, for

the Palm, Fechtler Co., "Judge" Hughes, with the Ceramic Importing Co.; Croxall Chemical and Supply Co.; Decorative Supply Co.; R. E. Spencer, representing Thomas Hulme & Co.; C. W. Harrison, representing Emory Ritchie; Meyercord Co.—all have been here.

The position of bookkeeper at the C. C. Thompson Pottery Co. made vacant by the death of Thos. A. Snape is being filled by James Pigeon.



The big new buildings being erected Sebring, O. as the future home of the Strong Enamel Ware Mfg. Co. cause no end of favorable comment. The work of construction is being rushed with all possible speed, and in a short time this great new industry will be in operation.



The bankruptcy proceedings won out Lisbon, O. by an hour and thirty minutes over a civil action brought by the Sevres China Co., of East Liverpool, against the Warner-Keffer China Co., according to the record in the bankruptcy court at Cleveland and the entry made in the civil case in the clerk's office in Lisbon. The Warner-Keffer Co. was adjudicated a bankrupt at 8:30 a.m. on May 29, while the suit was not filed until 10 o'clock. This means that the Sevres company will have to take even chances with the general creditors.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
June 11, 1912.

ANTWERP

193	packages glassware.....	B Gunthel
24	" ".....	A Berger & Co
124	" ".....	Miscellaneous Orders
17	" earthenware.....	Bawo & Dotter
29	" ".....	G F Bassett & Co
10	" ".....	J Wygand & Co
6	" ".....	C J Dierckx & Co
2	" ".....	Herman C Kupper
3	" ".....	Graham & Zenger
25	" ".....	E R Theiler
168	" ".....	Miscellaneous Orders
37	" toys.....	B Illfelder & Co
4	" ".....	L Straus & Sons
9	" ".....	Strobel & Wilken Co
52	" ".....	Miscellaneous Orders

HONG KONG

16	packages chinaware.....	A A Vantine & Co
20	" ".....	Brown Bros
540	" ".....	Knauth, Nachod & Kuhne
3,608	" ".....	Miscellaneous Orders

LIVERPOOL

8	packages earthenware.....	Bawo & Dotter
4	" ".....	G F Bassett & Co
5	" ".....	Drakenfeld & Co
2	" ".....	W H Plummer
6	" ".....	Strobel & Wilken Co
10	" ".....	Miscellaneous Orders

HAMBURG

33	packages glassware.....	L Straus & Sons
197	" ".....	Geo Borgfeldt & Co
244	" ".....	Eimer & Amend
7	" ".....	W R Noe & Sons
6	" ".....	Strobel & Wilken Co
261	" ".....	Miscellaneous Orders
32	" earthenware.....	Geo Borgfeldt & Co
509	" ".....	F W Woolworth
166	" ".....	F Euler & Co
53	" ".....	Bawo & Dotter
2	" ".....	Herman C Kupper
115	" ".....	O Goetz
4	" ".....	J Palme
33	" ".....	L D Bloch & Co
20	" ".....	Lazarus & Rosenfeld
6	" ".....	Fensterer & Kuhne
6	" ".....	Knauth, Nachod & Kuhne
315	" ".....	Miscellaneous Orders
86	" chinaware.....	Strobel & Wilken Co
227	" toys.....	B Illfelder
29	" ".....	Samstag & Hilder Bros
56	" ".....	Geo Borgfeldt & Co
13	" ".....	A Steinhardt & Bro
9	" ".....	Koscherak Bros
169	" ".....	F W Woolworth & Co
28	" ".....	Knauth, Nachod & Kuhne
126	" ".....	Strobel & Wilken Co
249	" ".....	Miscellaneous Orders

COPENHAGEN

78	packages toys.....	Geo Borgfeldt & Co
3	" chinaware.....	W H Plummer
15	" ".....	Miscellaneous Orders

LIMOGES

90	packages chinaware.....	Theodore Haviland & Co
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BREMEN

25	packages glassware.....	L Straus & Sons
17	" ".....	Samstag & Hilder Bros
19	" ".....	J H Venon
4	" ".....	Strobel & Wilken Co
272	" ".....	Miscellaneous Orders
73	" earthenware.....	Geo Borgfeldt & Co
37	" ".....	Karl Hutter
26	" ".....	Knauth, Nachod & Kuhne
33	" ".....	Miscellaneous Orders
18	" chinaware.....	Strobel & Wilken Co
57	" toys.....	Geo Borgfeldt & Co
5	" ".....	Bawo & Dotter
12	" ".....	A Steinhardt & Bro
5	" ".....	F A O Schwartz
21	" ".....	F W Woolworth & Co
7	" ".....	G W Travers
58	" ".....	Strobel & Wilken Co
266	" ".....	Miscellaneous Orders

Fiume

25	packages toys.....	Strobel & Wilken Co
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GLASGOW

12	packages glassware.....	H A Rogers & Co
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ROTTERDAM

73	packages earthenware.....	Geo Borgfeldt & Co
7	" ".....	Lazarus & Rosenfeld
2	" ".....	Miscellaneous Orders
76	" glassware.....	Graham & Zenger
21	" toys.....	B Illfelder & Co
8	" ".....	Samstag & Hilder Bros
70	" ".....	Miscellaneous Orders

SOUTHAMPTON

2	packages chinaware.....	L D Bloch & Co
27	" ".....	H Creange
34	" ".....	Miscellaneous Orders

TRIESTE

11	packages toys.....	Strobel & Wilken Co
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IMPORTS AT PORT OF BOSTON.

LIVERPOOL

25 packages earthenware.....	Jones, McDuffee & Stratton Co
36 " "	Mitchell, Woodbury Co
2 " "	Stone & Downer Co
5 " "	E Boote
8 " "	R H Stearns Co
1 " "	Rowland & Marsellus Co

HAMBURG

228 packages earthenware.....	Jones, McDuffee & Stratton Co
5 " "	Stone & Downer Co
90 " "	American Express Co
45 " "	M Kirschberger
2 " "	L E Knott Apparatus Co
2 " "	W N Proctor & Co
6 " "	Jordan Marsh Co
8 " "	F L Roberts & Co
6 " "	L Wolf & Co
57 " "	F W Woolworth
69 " "	Wm R Noe & Sons
12 " "	Patterson Wylde & Co
3 " "	R F Downing & Co
100 " "	First National Bank
50 " "	Geo Borgfeldt & Co
3 " "	Strobel & Wilken Co
2 " "	Houghton & Dutton
49 " "	Miscellaneous Orders

GENOA

1 package earthenware.....	P L Carbone
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CHINA AND JAPAN

98 packages earthenware.....	Miscellaneous Orders
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POTTERY PRODUCTION IN 1911.

THE year 1911 showed the greatest value for the production of domestic pottery yet recorded, according to Jefferson Middleton, of the United States Geological Survey, in an advance chapter from "Mineral Resources" for 1911.

The value of the pottery marketed in 1911 was \$34,518,560—an increase over the value for 1910 of \$733,882. This increase, however, came from the lower grades, of goods, sanitary ware, and porcelain electrical supplies. The volume of business was possibly even larger than the value would indicate, for the general complaint, at least among the manufacturers of white ware, has been that the prices were low and the margins of profit small. It is a significant fact that the value of imports, which consist almost exclusively of ware of the higher grades, decreased \$495,946, or 4.46 per cent. The continued improvement in quality of the domestic pottery ware and the growing tendency to the use of American makes will, in Mr. Middleton's judgment, insure a steady growth of this industry, as is indicated by the almost constant increase in domestic production and the decrease in imports. A noteworthy development in the geographic extension of the industry has been the apparently earnest effort to establish a pottery for the manufacture of white ware in the South, close to the principal sources of supply of the raw material.

Ohio produces the largest quantity of pottery among the States, reporting for 1911 wares valued at \$14,775,265, or 42.80 per cent of the total; New Jersey was second, with \$8,401,941; and West Virginia third, with \$2,880,202.

The exports of domestic pottery products in 1911 were valued at \$1,401,366—an increase of 34.53 per cent over the value for 1910.

IN TOWN

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

- D Saunders, with Siegel-Cooper Co, c, Chicago, 6th Ave and 20th St.
- J H Marshall, hf. King Edward.
- A A Breton, with Shartenburg & Robinson, hf, New Haven, Conn. 75 Spring.
- G Louis, with Woodward & Lothrop, t, Washington. 334 Fourth Ave.
- F A Montei, with G Fox & Co, hf, Hartford, Conn. 320 Church.
- J A Keller, with Denholm & McKay Co, hf, c, Worcester, Mass. 2 Walker.
- J F Brosseau, with E Malley Co, hf, New Haven, Conn. 320 Church.
- H T Grund, with Marshall Field & Co, t, Chicago. 104 Worth.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMEN WANTED—Men who call on the house furnishing, crockery, glass, china, lamp, toy, trunk, bag and sporting goods trade in Greater New York and vicinity, to handle house furnishing specialties and kindred lines. Good opportunity for live men. Address N. H. F. T. E., this office.

SALESMAN WANTED—We are looking for a retail salesman and manager for an exclusive china, glass and housefurnishing goods store, situated in a city west of the Mississippi of over 75,000 inhabitants. Must have good habits, prepossessing appearance, and be a money-maker. Give past experience and references with reply to QUICK ACTION, this office.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

METROPOLITAN CUT GLASS Co.,

826 Metropolitan Ave., Brooklyn, N. Y.,

MANUFACTURERS OF

Exclusive Light Cuttings on Blown Stemware and Tumblers.

GET OUR PRICES.

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Grand Special Jug Offer

FOR SUMMER.

Hand-cut and well-finished on heavy lead blanks.

BUZZ STAR PATTERN.



"GRAND."

Two-Pint Size \$1.40 each.

Eighteen to Barrel.

Three-Pint Size \$1.65 each.

Sixteen to Barrel.

Four-Pint Size \$1.90 each.

Twelve to Barrel.

No less than barrel lot sold at above prices. Regular barrel charge. F.o.b. our station.

Order a sample barrel and be convinced and pleased.

Clinton Cut Glass Co.,

INCORPORATED,

Aldenville, Pa.

— THE —

HERBECK-DEMER COMPANY,

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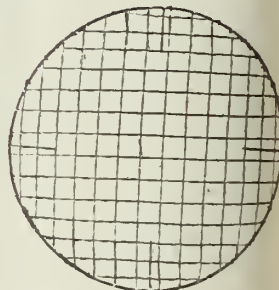
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CROCKERY & GLASS JOURNAL

NEW YORK JUNE 20, 1912.

DANIEL C. RIPLEY PASSES AWAY.

DANIEL CAMPBELL RIPLEY, president of Ripley & Co., Pittsburgh died Wednesday, June 19, aged sixty-two. He was one of the foremost glass manufacturers in the country, and one of the organizers of the United States Glass Co.

Mr. Ripley was born in Lynn, Mass., but went to Pittsburgh with his parents in 1850. He entered the glass manufacturing business of his father, Daniel Campbell Ripley, and continued it after the latter's death. At the formation of the United States Glass Co. in 1891 Mr. Ripley was chosen president, and administered its affairs for seventeen years. He retired from the organization a few years ago and organized the corporation of Ripley & Co.

He was a member of the Pittsburgh and Lakewood Country Clubs, a Knight Templar, Shriner, and thirty-second degree Mason.

COOK WITHDRAWS FROM PENNSYLVANIA CHINA CO.

ON July 1 Charles Howell Cook will sever his connection with the Pennsylvania China Co., of Ford City, Pa., and, with F. C. Mellor, vice president and general manager of the Cook Pottery Co., will concentrate his efforts toward the further development of the two plants of the concern in Trenton, N. J., the Etruria and Prospect Hill.

Mr. Cook has been connected with the management of the pottery at Ford City for some years past. He took hold of the concern at the solicitation of the Colonial Trust Co., of Pittsburgh, with the purpose of building up the business, and in this purpose was very successful.

Mr. Cook's withdrawal from the Ford City pottery is a matter of mutual arrangement between himself and the trust company, and the cessation of their business relations is on terms entirely agreeable to both sides. The pottery at Ford City is now in a flourishing condition and Mr. Cook felt that he could leave the company without doing it any injustice and at the

same time he would be in a position to give his entire time to a more extensive development of his two Trenton concerns.

It is the purpose of Mr. Cook to enlarge his business, and plans are already being made to increase the facilities for a greater output of ware. With Mr. Mellor back in Trenton and assisting him by giving his entire time to the two local potteries Mr. Cook is confident of his ability to considerably increase the business of his two Trenton plants.

Incidentally, Mr. Cook intends to take life somewhat easier in the future.

The management of the Western pottery will be taken up by Mr. Mellor's former assistant, Thomas Hill, assisted by Mr. Mellor's son.

LIMOGES PACT EXTENDED.

AT the request of the French Ambassador, Secretary MacVeagh has extended from August 1 to September 1 the date of abrogating the agreement between the United States and the Limoges Chamber of Commerce governing the importation of china and pottery into this country. Under this arrangement the French interests must present their arguments for continuing the agreement before July 31.

CONFERENCE ON CLASSIFICATION.

FIVE railroad officials and five pottery manufacturers met in East Liverpool on Wednesday to investigate and arrange a new series of definitions in ceramic wares—a work that a committee representing the United States Potters' Association has been engaged in for three years. Pottery manufacturers in the conference were P. D. Wintringer, Steubenville; Moses Callear, Trenton; J. H. Talbot, Syracuse; W. E. Wells and Charles C. Ashbaugh, East Liverpool. A new classification covering every branch of ceramic ware is contemplated. The joint committee was entertained at the Laughlin plant at Newell after the conference.

SAN FRANCISCO AND THE COAST.

BUSINESS continues normal for this time of the year. Few buyers have visited the wholesale quarters for several weeks, but mail orders have been up to the average and the men on the road have been generally successful on their late spring trips. Retail trade has picked up a little since the June sales began, and is expected to hold up during the month. Special efforts are taken to make the displays as attractive as possible, and most houses are advertising wedding presents quite extensively.

The sample rooms of Julius A. Young, manufacturers' representative, are being completely remodeled, a special room being partitioned off from the main office for the display of cut glass.

E. V. Saunders, with A. I. Hall & Son, sailed for Honolulu a short time ago on a combined business and pleasure trip.

H. H. Allen, president of the Morgan & Allen Co., has returned from an Eastern trip.

Taft & Pennoyer, one of the largest department stores in Oakland, want a buyer to handle crockery, housefurnishings and toys. Mr. Selby, former toy buyer, is now at the Emporium, San Francisco. The new man will be named when Mr. Taft returns from the East.

R. F. Allen, president of Nordman Bros., who has been in the East for three months on business for the house, returned home a few days ago.

J. Brunner, representing Bawo & Dotter, is making a special trip in the southern part of the State with cut glass and housefurnishings.

W. R. Nieper, buyer for the Dohrmann Commercial Co., has returned from Los Angeles and is now taking his vacation in southern California.

Mr. McCarthy, representing the Bradley & Hubbard Mfg. Co., left for Los Angeles after showing his samples here.

Mr. Shirley, representing Maddock & Miller, New York, called on the trade last week.

Mr. Noyes, president of the United Community Silver Co., visited the San Francisco trade last week.

C. A. Bacon, of the C. A. Bacon Co., reports business from the southern territory coming in beyond all expectations. The company has recently taken on a new line—that of the Belgrade Glass Co., Buckhannon, W. Va.

A. A. Otte, Coast manager for the Pittsburgh Lamp, Brass and Glass Co. at 718 Mission street, is in receipt of a large shipment of samples of new

portable globes. Clifton Lewis is at home again after a very successful trip in southern California.

M. Merten, secretary of the American Import Co., has returned from a splendid trip in the Middle West.

THE CONDITION OF BUSINESS.

The general tone of business is about New York. what might be expected at this time of the year, but with an added feeling of confidence that the fall buying will be much heavier than last year. Retail stocks are greatly depleted, and in order to fill their shelves buyers must of necessity replenish in fair quantities. Hand-to-mouth purchasing cannot be kept up indefinitely.

Agents for glass factories are still receiving many orders for immediate shipment in anticipation of the annual shut-down. Indeed, the situation is such that many of the factories would be glad to run right through without a break in order to keep pace with the demands made on their manufacturing resources.

The illuminating glassware concerns are quite cheerful over the outlook, and lamp manufacturers are fairly busy.

The china importers are naturally not overburdened with orders at this time. Still, they have no complaint to make.

Toys have held their own, the importers having done a very brisk business.

Owing possibly to the lively competition which has been going on in the mirror plateaux field the makers have all been doing quite an extensive trade.

Local representatives of the domestic potters have in many cases been paying visits to their respective factories for conference as to the future, and all are preparing for an active fall campaign.

Pittsburgh and Vicinity.

There has been a decided improvement in the glass business during the past ten days, with the result that many buyers are trying to cover before the end of the present fire. Mail business is heavy, and the few salesmen now on the road are meeting with success. Collections are good, and the outlook is considered bright.

East Liverpool and Vicinity.

Business is fairly good with the Western pottery manufacturers, a slight improvement being noted during the past week. It is still "spotty," however. There is quite a demand for special goods to be used as "leaders" in efforts to force retail trade.

The New York Crockery and Glass District.

EMISSARIES from the Bureau of Incumbrances have been having a fine time in the District during the week, tearing down signs which extended further than the regulations allow. Due notice was served on all owners of property that unless the rules were complied with within a given period Father Knickerbocker would send his men to accomplish the work. The fact that they did not comply lends color to the rumor that some of them relied on their political influence to save them from what they seem to think is unnecessary persecution. One gentleman was heard to say that a great deal of water would flow down the Hudson River before his property was altered. It is useless to fight the inevitable. Fifth Avenue and Broadway have undergone the same operation. Park Place to-day looks cleaner and more tidy than it has for years. Murray street is taking on an air of respectability. West Broadway will have its turn very soon.

A twenty-ounce soda tumbler will contain a really good drink; and such is the thirst of some New Yorkers that the demand for them is quite large. The Central Glass Works have just put such glass on the market with optic effect and a wide flare at the top, and judging by the orders coming in it is likely to become very popular.

Cox & Lafferty have received from the Imperial Glass Co. an electric shade made of their "Nuart" glass in the same style as the Tiffany art glass. It can be sold at a price that will bring this class of illuminating glassware within the reach of those of moderate means. Hitherto it has been a luxury for the rich only.

The Onondaga Pottery Co.'s showrooms in the Fifth Avenue Building are looking bright and shining. A. H. Ledden believes in making his display show up to advantage.

A very handsome display of candlesticks and vases in the Jefferson Glass Co.'s new art glass is to be seen at Frederick Skelton's new showrooms, 71-73

Murray street. One style is an almost exact imitation of carved ivory, while other colors are antique greens and imitations of old copper. The line is decidedly worth seeing.

"The pattern that's distinctive." This is what the United States Glass Co. claim for their "Athenia" berry set, and they are fully justified. The pattern, as its name indicates, is Grecian in design, combined with a floral decoration on the daisy order. The shape is somewhat Colonial, while the top is flared and scalloped.

The Crown Novelty Co. has just received a fine aggregation of new illuminating devices. One of the designs consists of a group of five lilies, the stalks gracefully intertwining, the flower itself containing the illumination. A central bulb is covered by an art glass shade in Tiffany style and beautifully iridescent. The standard is well made and highly finished.

The samples of cut glass from the Mills-Gardner Co.'s factory displayed at Cox & Lafferty's showrooms are well worth seeing. The line is strong and varied, the designs and shapes original, and the workmanship excellent. There are some values in the staple lines which are astonishing the glass buyers who see them.

The new style mirror tray put out by the American Tray Co. is attracting deserved attention. The workmanship is all that can be desired. The brass railing can be had in any finish. A sample set of six trays will be sent at wholesale prices to anyone wishing to satisfy themselves that they are as represented.

The Turner & Seymour Mfg. Co. are making a big line of gas and electric portables in all styles—round, square, Grecian, Mission, tall, low, ornamented, plain, Art Nouveau, etc. The quality is all that workmanship and good material can make it, while the prices compare favorably with any. In order that would-be purchasers may know how complete

the line is they will gladly send catalogues on request.

Paul Joseph has elevated the signs outside his door so as to comply with the Bureau of Incumbrances' order, and although now ten feet above the street they are really more prominent than before.

The Smith-Phillips China Co. have on display at H. Benedikt's showrooms some very desirable dinner ware patterns, among which are handsome gold band decorations with black key border. There are also many attractive floral and fruit designs which are quite out of the ordinary. Solid matt handles are the rule with all these designs.

E. L. Bates has accepted the agency of Webster & Briggmann, Naugatuck, Conn., cut glass manufacturers, and has an array of their samples in his showrooms.

O. J. O'Donnell has completed his showrooms at 32 Park Place and installed a full line of cut glass samples from the factory of Stott Bros. from an individual salt to an eighteen-inch electrolier. From the J. Rogers Silver Co., are cake and fruit baskets, tea and coffee sets, candelabra, fern dishes, etc., and from the Paris Sterling Co. an extensive line of silver-deposit ware.

O. D. de la Croix has arranged for the agency of the Deidrick Glass Co., Rochester, Pa. High grade gold encrustations on blown and stem ware are among the specialties.

The display of the Warwick China Co.'s goods at E. B. Dickinson's showrooms in the Fifth Avenue Building is excellent. Just now he is pushing an article that should have a great call at soda fountains, restaurants and bars. This is a buttermilk mug with an appropriate decoration. Buttermilk is becoming a popular drink during the summer, but when served in a glass the fat globules are apt to adhere to it and render it unsightly. This is obviated by using the china article.

QUITE TRUE.

NEW ORLEANS, LA., June 17.

Editor CROCKERY AND GLASS JOURNAL.

Dear Sir:—Your Merchandising Department is what has been wanted by the trade for some time, and is certainly a great help to a merchant who is looking for specials at a low price. It also shows that the CROCKERY AND GLASS JOURNAL is appreciated by the manufacturers, as it gives them an opportunity to reach dealers who would never otherwise come in contact with them.

Yours truly,

E. OFFNER, Inc.

THE "SHADOWLESS" LIGHT.

THE adjustable electric lamp introduced by Edward Miller & Co. is an extremely convenient article. It is suitable for a flat or roll top desk, piano, etc., and



being fitted with a parabolic reflector gives a perfect light. Lamps of this type would be in more general use if the advantage of a "shadowless" light were realized to a greater extent.

YOU CAN'T BEAT 'EM.

HOW a Canadian sleuth was outwitted by a bunch of knights of the grip is one of the best stories in the repertoire of F. L. Merrick, Chicago manager for the Bradley & Hubbard Mfg. Co.

Some years ago a group of traveling men were assembled in the city of St. Johns, Canada. Among them were Ned Barton, of New York, Mr. Merrick, a salesman by the name of Wood, and several other purveyors of merchandise. Their destination was a town called Fredericksburg, on the banks of the St. Lawrence, and the party were to make the trip on an antiquated tub which the natives really thought was a steamboat.

At that time it was necessary before any goods could be sold, or a sale even hinted at, to obtain a license, and as this cost \$75 whether any goods were actually sold or not, the American salesman never went into raptures over the system. The judges who imposed fines for violations of this law were rewarded with one-half for a fee, and naturally they went the limit, which was \$200.

Mrs. Barton, who accompanied her husband, was an excellent piano player, and as the boat steamed leisurely down the river made things merry, while the "boys" formed a quartette and kept the crew from dying with ennui. At one point a young fellow came aboard with a consignment of potatoes and heard the singing.

"Be you fellows a show troupe?" he asked. "If you be, I want to see the manager."

Mr. Merrick immediately fell in with the idea. He directed the boy to Barton and explained that the lad wished to see the "manager of the show troupe." Mr. Barton, an imposing-looking gentleman who looked the part all right, was informed by the boy that he would like the job of peddling bills when the show came to his town. Gravely Barton took the boy's name and told him that bills would be sent a few days before they played in his village, and that

he would be rewarded for his labors by a number of passes.

The crew now looked on the bunch in a different light. Regular actors were not a common sight on this line, and by the time Fredericksburg was reached the entire section was aware that a "troupe of show actors" was in the vicinity.

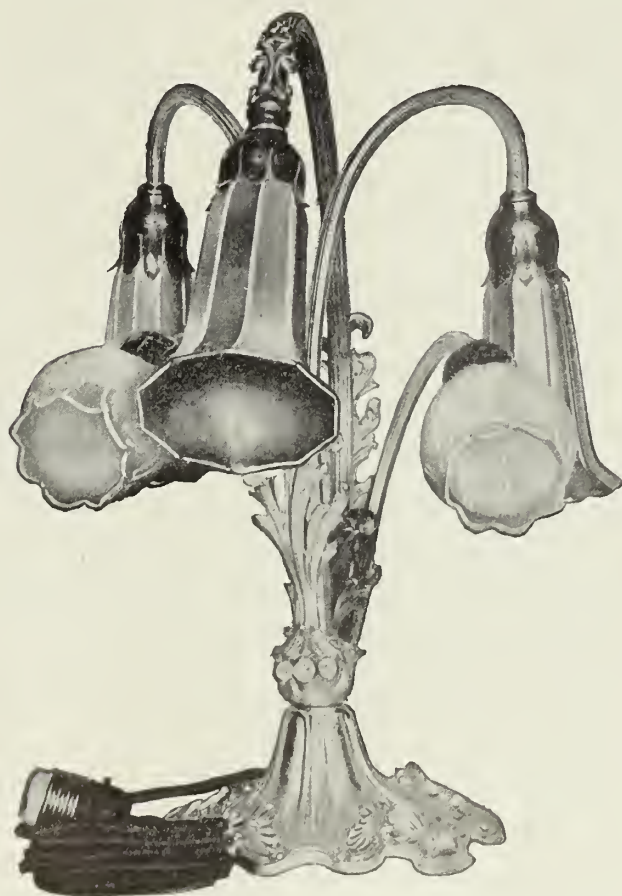
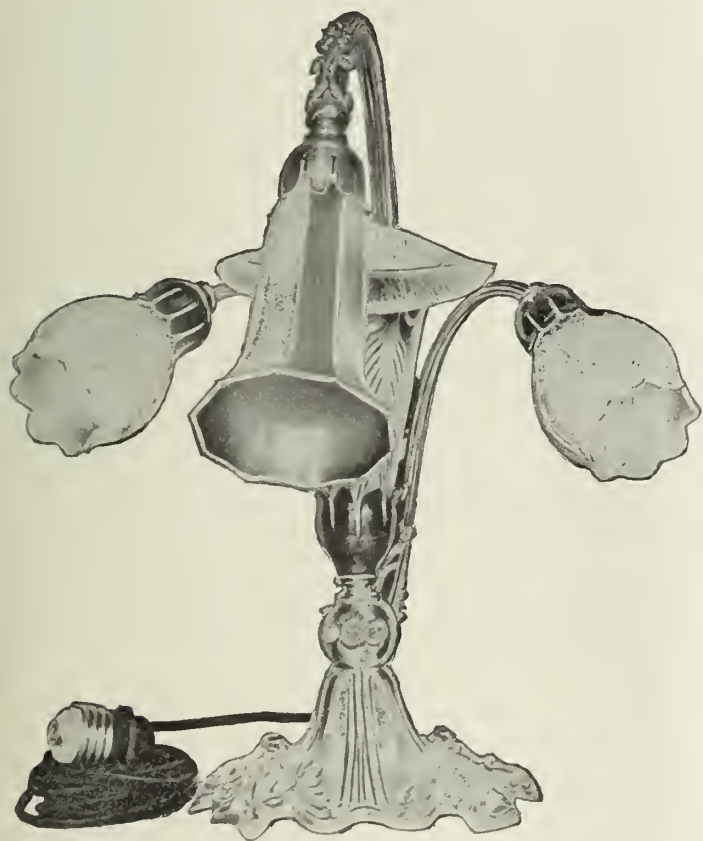
At the one hotel in the town was camped the village sleuth whose business it was to round up any traveling men who sought to do business without the required permit. This rural Sherlock Holmes was a great man in his own estimation, and looked upon Nick Carter, Pinkerton and other celebrities as amateurs.

Then it was that there came to the salesmen the idea of carrying the game still further. With much importance Barton registered the entire bunch as from New York City, much to disgust of the detective, who cursed the fate which brought no traveling men into his net, and while he swapped stories with the hotel clerk the salesmen rounded up customers and induced them to come over to the hotel and look at their samples. It was no crime to sell out of one's own room, but a serious offense if "Sherlock" caught one making an appointment for a sale. The merchants being told how the sleuth was watching the hotel for the arrival of salesmen, fell in with the joke, and the result was that Mr. Merrick and others in the party made some big sales. When it was all over they left a letter for the "Pinkerton of the North" in which the deepest appreciation of all courtesies shown was expressed.

THE RETAIL SALESMAN NEGLECTED.

"ONE of the greatest drawbacks to any business is a grouchy boss," says John T. Templeton in the "Housefurnishing Review." "He not only draws away trade, but disorganizes the entire force, and the only one who seems to be benefitted in any way is the grouch who imagines that by these tactics he is considered a great man by every one with whom he comes in contact. It does not cost much to smile; therefore, if I were managing a business and felt that I just had to be grouchy at some time during the day, I would get me a good cigar, a big red apple, and take a walk during my grouchy spell. At least I would not be seen around my place of business in that frame of mind.

"I think the retail salesman is the worse neglected member of the human family. No one takes very much interest in a boy who is struggling to become a salesman—that is to say, on one devotes very much time to instructing him as to how he should sell goods, etc. Did you ever stop to think where salesmen come from? I venture to say that a large majority of you came from the same place I did—namely, the cornfield. When we got our first job and started out to be salesmen all we could do was to stand around, look wise, and try to make the boss as well as the customer believe that we knew a lot of things which we did not know. If the manager and traveling salesmen would devote more time to the retail salesmen, net profits at the end of the year would show a very substantial increase."



ILLUMINATING DEVICES BY THE CROWN NOVELTY CO.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Etc-a-Brac, Fancy Goods and allied trades,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 20, 1912

CONTRACTS.

IT is well to realize that, apart from the moral aspect, there are certain well-defined legal obligations imposed on the parties to a commercial contract. It does not matter what the precise nature of such contract may be, its terms and conditions call for certain performances, and failure to comply with these brings retribution in some form or other.

Business men, when fixing up an arrangement intended to hold good for a definite period, usually agree on certain fundamental principles which shall govern the various transactions involved, and then draw up a formal document embodying such conditions. Otherwise endless misunderstandings would occur.

It sometimes happens that such an agreement may be found to be unworkable from the contracting parties' different points of view. In such cases it is a simple matter to cancel it by mutual consent.

When business men agree that a certain condition of trade can best be dealt with by a written contract it behooves them to carefully consider the pros and cons, bearing in mind that nothing can afterwards be "read into" the original written conditions. A further important point is that it should be possible to construe the meaning of such a document in only one way. Otherwise controversies are bound to arise. Only this week we are informed that as a result of a breach of agreement a cut glass manufacturer of Brooklyn has handed to the legal repre-

sentatives of a firm of manufacturers' agents in this city a very considerable sum of money, and in addition has paid all legal costs, the case being settled out of court on Monday.

Without entering into the merits or demerits of this or any other particular case, we desire to remind our business friends that, just as there are two sides to every argument, so there are also obligations devolving upon each and every party to an agreement or commercial contract of any kind.

PERSONAL.

FOR an up-to-date buyer recommend us to Charles Smith, with Brown, Thompson & Co., Hartford, Conn., who was in town this week and feeling very cheerful about business. Speaking of profits, Mr. Smith says that china and glass dealers seem afraid to ask enough for their goods. The question of price especially when the finer grade of ware is being offered, he thinks is not the most important. Then the education of the sales force he says has a great deal to do with the success of a department. He never fails to instil into the minds of his clerks that with courtesy as the first essential, common sense and a knowledge of the business will make many sales and a host of good customers. These are the strong points he says that tend to make his department a success. Mr. Smith starts on a two-weeks vacation July 12. He deserves it, for he works hard when in harness.



W. S. Creveling, familiarly known as "Pop," was in the District during the week very jubilant over the success of his last trip. He also had a lot of things to say relative to a certain timepiece by which he thinks he ought to be timing his visits and catching trains.



Thomas J. Hughes is spending the summer at Spofford Lake, N. H., taking a rest and preparing himself for a fall campaign with any up-to-date china house that should wish to employ him.



Frank H. Vaughn is in town again this week looking after the interests of the Brush-McCoy Pottery Co. He says that there are a lot of very handsome new things on the way which will be sure sellers. He is expecting a visit from Mr. Brush, president of the company, soon after the Fourth of July.



Members of the trade who enjoy a good cigar can obtain one by paying a visit to A. H. Ledden, 65 West Broadway, this being his customary manner of celebrating important events that take place in his

family. Mr. Ledden fully appreciates the kindness of Providence, which, knowing that his expenses would creep up, so arranged matters that he should secure the Onondaga agency, for on the very day the happy event occurred the order for the china outfit for the new Hotel Langdon on Fifth avenue was awarded him by L. Barth & Son.



C. L. Casey, president of the Guernsey Earthenware Co., visited his New York agency this week.



Rudolph Eisart, who looks after the decorating shops of the Duncan & Miller Glass Co., is a member of the Knights of Columbus, Washington, Pa., and was appointed by that body to visit the national capital at the recent unveiling of the statue erected in honor of Christopher Columbus. On his way back from Washington he visited New York and called on Paul Joseph. He says that on account of the accumulation of orders the factory is trying to arrange to run right along and not shut down in July, as is the usual custom.



C. A. Van der Ham and L. J. Van der Bok, of Holland, were callers at our office during the week seeking the best method of placing some very unique ornamental vases on the market.



Henry Saul, Northwestern representative of Hollweg & Reese, Indianapolis, gave us a call on Monday and reported business going strong in the Northwest, it being a case of "good crops, good business." Mr. Saul is at present enjoying a vacation at his home in Brooklyn.



B. G. Twitchell, buyer for R. A. McWhirr Co., Fall River, Mass., arrived in the city on Monday evening and placed extensive orders for crockery, glass and toys. His department has been very successful in fine china and cut glass, and since May has been doing a particularly good business.



O. D. de la Croix has just returned from a trip to the factories at Salem and East Liverpool, O.



William Alan Dyer has been made vice-president of the Bacon-Chappell Co., Syracuse, N. Y., having bought out the interest of Francis E. Bacon. Mr. Chappell will remain president. This is one of the oldest department stores in the city. Extensive additions are contemplated, the company having leased the quarters now occupied by the American Express Co., which will be made a part of the establishment.



Edgar D. Hayn, for many years assistant to E. D. Bartholomew, with Wm. H. Hengerer & Co., Buffalo,

N. Y., has succeeded his former superior in the position of buyer. As stated in last week's issue, Mr. Bartholomew relinquished the position to open a new department for the B. Nugent & Bro. Dry Goods Co., St. Louis.



L. D. Phillips, with McCreery & Co., Pittsburgh, spent a lot of time this week among the glass display rooms of the District. He has great faith in the future of business.

B. & D. BASEBALL.

ON Saturday, June 22, the employees of Bawo & Dotter will battle for supremacy at one of the best ball parks in Brooklyn. The contesting teams are the Veseys and Barclays. A red-hot game is assured, for which plenty of extinguisher has been provided. The best umpire in the business has been assigned, in the person of Mr. Foley. No assistants have been appointed, but anybody wishing to take a chance may do so at his own risk. The crowd leaves from the store at 12:10 direct for the grounds, where a light lunch will be had preparatory to the tragedy, which will start at 2:30.

The line-up will be as follows:

VESEYS.	BARCLAYS.
Grieshaber, ss	Smith, cf
Kraft, cf	Lemcke, 2b
Eggers, 1b	Lankas, 3b
Erbe, p	Phillips, p
Harvey, rf	Whyte, c
Lester, 2b	Hauster, ss
Gelson, c	Stoldt, lf
Gilbert, 3b	Stone, rf
Fuchs, lf	Poynter, 1b
Jones, substitute	Schuler, substitute.

AN OLD JEWEL IN A NEW SETTING.

OUR old friend Geo. W. Mackey, the well-known china salesman, now rustivating at Rye Beach, went fishing the other day, accompanied by his wife and the usual appliances both for slaughter and the comforts of the inner man and woman. Mrs. Mackey had also a very fine diamond ring.

On arriving at the scene of operations George W. suggested that wearing diamonds while fishing was hardly *en regle*, and his wife concurring removed the ring from her finger and promptly let it fall overboard.

They met the mishap with philosophical calmness and sundry remarks regarding Jonah, and pluckily went on with their fishing. Sport was good and to some extent caused Mrs. Mackey to temporarily forget her loss.

In the evening, while helping to disembowel the catch, George Wash—we mean Mackey—called

excitedly to his wife to come and behold her ring glittering in the exposed internal arrangements.

We are authorised to contradict a statement to the effect that G. W. M. is a near relation of Bret Harte's friend, Truthful James.

AT BOSTON.

LOCAL manufacturers' agents find trade quiet on the whole. Vacations are beginning, and recreation is more in men's minds than business.

Mr. Kellar, buyer of china for Denholm & McKay Co., Worcester, has returned from a short trip to the metropolis.

Richard A. Illsley, buyer for Barnard, Sumner & Putnam Co., Worcester, is another central State buyer recently in the "Greatest City."

Jesse Woodbury has opened a variety store at the corner of Chestnut and Western avenue, Lynn.

A new trade corporation of some size is Lundin & Co. capitalized at \$1,500,000, to buy and sell china, glassware, and other merchandise. E. M. Leavitt, president and treasurer; Ernest L. McLean, secretary; both of Augusta, Me.

The Chase Dry Goods and Novelty Store, Glenmere, has been purchased by B. M. Hawley and Josephine B. Lewis.

A new venture at Lawrence is the Essex Dry Goods Store, just opened at 500 Essex street and carrying novelties of all kinds.

The Main Furniture Co., 771 Main street, Cambridgeport, is now carried on by Samuel Waterman and M. Cohen.

Charles Kaiser, of Morimura Bros., New York, has been visiting the Boston headquarters the past week, assisting in the display of merchandise on exhibition in the new extension of the Hub sample-rooms.

Fred Martin, salesman for the Mitchell, Woodbury Co., and Charles Woolley, order-gatherer for New York and Pennsylvania territory, have departed on their usual tours.

H. A. McNicol, East Liverpool, visited the Hub last week.

The Outlet Co., Providence, R. I., is taking on larger space for displaying and selling goods, and room which up to now has been used for storage and warehouse purposes will be added to the sales de-

partment. This shows how business has increased, and also emphasizes the fact that Mr. Leary, the buyer of crockery and housefurnishings for this concern, is holding his end up in good shape.

William H. Parfitt and Daniel Mungal are now conducting the Mungal Furniture Co. at 112 High street, Holyoke.

Wm. L. Hendricks has opened an antique china and furniture store at 29 Bradford street, Pittsfield.

The Eagle Wire Novelty Co., 1011 Slater Building, Worcester, is now carried on by William H. Sargent at 15 Charlton street.

Haverhill, Lowell, Manchester, Concord, and other branches of the Nelson chain of 5 to 25 cent stores, welcomed last week F. W. Fisher, who arrived from Mount Clemens, Mich., completely rejuvenated by the treatment.

The 'Timothy Smith Co. ("White House") are making big improvements and enlarging their premises considerably in order to care for their ever-growing crockery and housefurnishing business.

Buyers here included George L. Saulniers, Woonsocket, R. I.; A. S. Burbank, Plymouth; George H. Rudderham, for Almy, Bigelow & Washburn, Beverly branch; Frank H. Dunmore, with the Shepard Co., Providence; James F. Leary, with The Outlet Co. and J. Samuels & Bro., Providence; George W. Alden, of the Geo. W. Alden Co., Brockton; I. L. Lewis, South Framingham; Mr. Richardson, with the Clarke-Sawyer Co., Worcester; L. P. Thornton, Marblehead.

IN TOWN

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

S V Silverthorn, with B Nugent & Bro, t, St Louis. 31 Union square.

O Phillips, with McCreery & Co, c, Pittsburgh. 314 Church street.

O J Dietsche, with Wm H Hengerer & Co, t, Buffalo. New Grand.

Mr Owlredice, with Callender, McAuslan & Troup, hf, Providence, R I. 2 Walker.

C Smith, with Brown, Thompson & Co, hf, t, Hartford, Conn. 2 Walker.

J Kohnfelder, with Siegel-Cooper Co, hf, Chicago. Sixth ave. and Twentieth street.

J C Mizer, with B H Gladding D G Co, c, Providence, R I. Park avenue.

L J Wagner, with J N Adam & Co, t, Buffalo. 214 Church.

MERCHANDISING DEPARTMENT.

[This department is carried on in the interest of buyers, particularly out-of-town men who cannot visit the market every day and who may not be able to get around to all the manufacturers' showrooms, yet are looking for special goods that are bargains. Nothing will appear here that has not some special or attractive feature, the main one being price. In writing to the 'Merchandise Editor' for particulars please quote the number of the item that you are interested in.]

ON SALE.

A 100—An agent is closing out a line of pressed and blown glass tumblers for the receiver of a glass company. Particulars on application at this office.

A 101—At a sacrifice—13 one-light electric wall brackets, 11 two-light ditto, 7 one-light inverted gas brackets. The above are all manufacturer's samples of lines discontinued. The regular prices ranged from \$34 to \$115 a doz. The lot are to be cleared out for \$1.50 each. The best bargain in this class of goods we have ever seen. They are all high grade and of excellent design and workmanship.

A 102—200 electric portables, 16-inch leaded glass panel shades, green with amber and red border, or amber background with green and red border. Finished in verde or regular brushed brass. The regular price of these is \$8.60. In order to close out the line they are offered at \$6.25 delivered anywhere between Chicago and Boston, with no charge for package. Will be sold in lots of 12 or more. When all gone cannot be duplicated at this price.

A 98—48 sample mirror plateaux varying in size from 8 in. to 20 in., different styles, with ornamental mountings, silver-plating guaranteed, beveled and beaded glass mirrors. Also 14 sample trays in sizes from 8 x 10 to 16 x 20, same design as plateaux above. All these trays and plateaux are offered at 15 per cent discount off the regular price list in order to clear them out to make room for new samples about to be shipped. These are all high class wares, and would make a good assortment to help round out a sale.

A 96—150 12-inch mirror plateaux at \$8.40 per doz. 36 14-inch mirror plateaux at \$12 per doz. All have beveled glasses and polished silver-finished frames on high feet. These are particularly good value, and as there is only a small quantity speedy action is advisable. Quantities to suit buyer.

A 76—A Western potter is offering 100-piece dinner sets, Western composition—no soup tureen—every piece gold-lined, with four spray decoration, either plain or scalloped shaped, at \$4.75 per set. Usual charge for packing and freight.

A 99—The best value ever offered in the CROCKERY AND GLASS JOURNAL is the special advertising proposition now open for acceptance. Orders have been sent in by many firms. There are still pages open for you. Send your requisition for space early, in order to secure a good position.

A 97—75 3-pint cut glass jugs at 64 cents each. Decorated with a fine buzz star pattern well cut on A1 lead blanks. Three-fourths are cracked or checked at the top of the handle, but not very noticeably. Will close out the lot for \$48 net cash. Regular barrel charge, f.o.b. factory. An excellent bargain for a special sale.

A 84—650 pieces of the well-known "Schlegelmilch" ware, import samples, consisting of fancy salads, cake plates, sugars and creams, etc., at less than the regular import price. A purchaser of this line has an opportunity of getting ahead of the market and showing it first and saving money too. Quantities in assortments to suit will be made up.

A 93—100 doz. light blown lead tumblers, pretty rose cutting, at 62 cents per doz., f.o.b. New York. Barrels extra.

A 94—100 doz. light blown tumblers, cherry design in light cutting, 62 cents a doz., f.o.b. New York. Barrels extra.

A 95—100 doz. light blown lead tumblers, clustered grapes and vine decoration in light cutting, 63 cents a doz.

Only two barrels of each of the above left. Quick action necessary if you want them.

A 83—Seventy-five per cent of the following matt green jardinières, many embossed and footed, and all good shapes, have been sold, but there are still enough left for one or two fair shipments of the assorted line. The manufacturer, who is particular in selecting his regular goods, offers these as more or less imperfect:

6 doz.	5 in.	at	\$.85	doz.	regular price	\$2.00	doz.
6 "	6 in.	at	1.20	"	"	2.50	"
6 "	7 in.	at	1.80	"	"	4.00	"
6 "	8 in.	at	2.50	"	"	5.50	"
20 "	9 in.	at	3.75	"	"	6.50	"
20 "	10 in.	at	6.00	"	"	8.00	"
20 "	12 in.	at	9.00	"	"	24.00	"
12	umbrella stands,				matt green, at	\$9	doz.; regular price \$24 doz.

F.o.b. factory; no charge for package. Quantity to suit buyer.

A 85—Assorted packages of specialties—vases, bon-bons, mayonaisse dishes, sugars and creams, fancy mustard pots, cups and saucers, extra tea size. Not an article worth less than \$4 a doz.; many are worth \$6. Six of each item in a package. Offered for \$2 a doz. in 6 doz. packages, or \$12 a lot; f.o.b. New York.

A 86—Assorted packages containing cups and saucers, milk mugs, oatmeal bowls, plates, pin trays, covered bon-bons, peppers, salts, all excellent and novel decorations. Just the thing for a sea side resort. No article worth less than \$2 a doz.; many worth \$2.50. One doz. of each article in a package at \$10.50 per package; f.o.b. New York.

A 88—One of the largest glass manufacturers in the United States whose reputation is beyond question offers the following bargains in regular lead blown tumblers to close out:

5	barrels,	17	oz. capacity,	straight,	at 50c a doz.
7	"	18	"	"	50c "
23	"	19	"	"	60c "
24	"	20	"	"	70c "
6	"	7½	"	concave,	25c "
8	"	8	"	"	25c "
32	"	12	"	taper,	35c "
18	"	17	"	"	50c "
5	"	7	"	straight,	25c "
5	"	10	"	"	30c "
13	"	11	"	"	30c "
15	"	12	"	"	30c "
13	"	8	"	fruitina,	25c "
4	"	12	"	"	35c "

F.o.b. New York. Barrels 50 cents each. The firm making this offer is favorably known from one end of the United States to the other.

A 77—At a bargain—100 pieces highly finished and polished lead cut glass, consisting of

24	8 inch bowls	12	6 in handled nappies
6	celerics	5	orange bowls
15	baskets	5	two-handled comports
10	spoon trays	6	oils
4	3-pint jugs	5	10 in vases
8	sugars and creams		

Regular price \$175. To be closed out at \$142.60, f.o.b. factory. Regular package charge.

A 90—Get these in time for the preserving season:

15	gross Economy fruit jars,	pint size.
25	"	" quart size.
5	"	" 2 quart size.

Will sell at 20 per cent off the 50 gross price.

A 80—100 doz. cut glass light lead blown tumblers with a beautiful floral design, marguerite motif, well worth 80 cents a doz.; will sell at 70 cents to clear out, in quantities to suit purchasers. Don't hesitate to order these; they are a bargain.

A 82—A manufacturer makes the following exceptional offer: 4,000 pieces solid gold and gold-lined and silver-plated china, including cream and sugar sets, candlesticks, hatpin and pepper sets, card holders, violet holders, shaving mugs, individual salts, mustards, hair receivers, coffee pots, fern jars, ash receivers, handled olives, powder boxes, extra creams, teapots, ash trays, etc. Will close the entire lot out at fifteen cents each, f.o.b. factory; no package charge. Samples and photographs sent on request. Everything in the above assortment, except salt and pepper shakers and toothpicks, cost in the plain white china more than the price they are offered at. The teapots and some other items cost from \$4.50 to \$9 a doz. in the plain white.

The above are done up in ten different packages, and will be sold per package if so desired. Particulars of each package may be obtained upon application. Prices of package lots vary from 10 cents each piece up to 27 cents each, depending entirely upon the package selected.



MERCHANDISE WANTED.

57—One of our subscribers wishes prices on a quantity of eikhorn handled beer mugs, blue underglaze.

55—Wanted a line of cut glass seconds.

53—A Canadian desires quotations on one- to five-gross lots of 3 to 3½ oz. individual glass serving marmalade jars. These jars should not have screw top. The inquirer will need five gross monthly.

58—Quotations wanted on three-quarter-pound and ten-ounce glass honey jars.

AT PITTSBURGH.

RUMORS have been in the air here during the last three or four weeks that the May Co., of Cleveland, was negotiating the amalgamation of several western department stores. It is now stated that the deal has involved the purchase of stock in the Boggs & Buhl Co., of this city. It is reported that the reason for the purchase was that one of the heavy stockholders of the local concern desired to retire from the mercantile field in order to give greater attention to his large traction interests.

On top of this comes another story which has the Marshall Field, Sears-Roebuck and Gimbel concerns opening establishments in Pittsburgh. The site of the old Cathedral on Fifth avenue, opposite the Frick Building, has been selected by the "wise ones" as the location for the Sears-Roebuck house.

C. T. and W. J. McKenna, showing cut glass, were registered at the Henry last week.

Alfred Jahn, of Herring & Jahn, Philadelphia, opened at the Colonial-Annex hotel last Thursday with a line of import samples.

It is reported here that Harry A. Lewis, late manager of the glass and china department of the Joseph Horne store, and who has become connected with the sales department of a Philadelphia stove concern, will leave ere long for South America, accompanied by his wife, to spend several years in that country developing new business for his firm.

Should you desire additional information regarding any of the special offers in our Merchandising Department, fill out and mail us the coupon printed below.

Please send me further particulars regarding
No. in the issue of "Crockery and Glass
Journal" dated

Among the Potteries

East and West

East Liverpool and vicinity

George Barlow, for many years a pottery decorator of this city, but of late assistant manager of the branch house of the Roessler & Hasslacher Chemical Co. in this city, of which Harry W. Smith is at the head, has resigned his position to become manager of a new pottery just starting at Roodhouse, Ill. It is reported that clay has been found in the vicinity of Roodhouse especially adapted to the manufacturing of cooking and art pottery ware. Mr. Barlow will leave here July 1 to take his new position.

* *

The annual meeting of the stockholders of the Globe Pottery Co. will be held early in July. There is reason for believing that the present officials will be re-elected, as has been the custom in past years.

* *

The length of the summer vacation in the Western pottery district will vary from three days to three weeks. In one instance where it was expected that decorating shops would be closed for two weeks notice has just been issued that only one week will be granted. This is taken to indicate that good business, specifying early delivery, is coming in.

* *

W. G. Jackson, Western salesman for the Taylor, Smith & Taylor Pottery Co., returned home this week from an extended trip, stopping en route at Oberlin, where his son graduated a few days ago with high honors. Cecil E. Taylor, of the Eastern selling force, also spent a few days at the factory last week.

* *

Mr. McClure, of the McClure Syndicate Stores, Atlanta, Ga., spent several days here last week placing orders for immediate delivery. He reported business in the South very good, and that a heavy fall trade was anticipated.

* *

Pottery manufacturers here have been advised that the General Business Co., of New Orleans, La., has been formed with \$5,000,000 capital to do a general mail order business, but that it will not sell staple goods lower than they can be had from the

general retail trade. The company has opened offices in the Maison Blanche Building, New Orleans.

* *

O. D. de la Croix, of New York, who represents the Colonial Pottery Co. in that territory, was registered at the McKinley Hotel here a few days ago. This is his first visit to the district since early in the year.

* *

Mr. Glenn, manager, of the china, glass and domestic pottery department of the Wanamaker store at Philadelphia, made a special trip last week to the Taylor, Smith & Taylor factory.

* *

A meeting of the stockholders of the East Palestine Pottery Co. will be held soon, it is said, to give consideration to plans looking toward the rebuilding of the pottery, recently destroyed by fire.

* *

Harold H. Knowles has been named receiver of the Warner-Keffer China Co., which recently filed a petition in bankruptcy. At the first meeting of the creditors Attorney Richard J. Thompson was instructed to wind up the affairs of the company. Opinion prevails that this most valuable pottery will not remain idle very long.

* *

A considerable amount of the chattels, such as blocks, molds, cases and machinery, of the Goodwin Pottery Co. has been disposed of at private sale. The dinner shape which this company created only a short time ago has also been sold in complete form, but the name of the purchaser has not been announced.

* *

W. C. Brown, who has been traveling the South for the Potters' Co-operative Co., has returned,

* *

The scheme launched some weeks ago to build a pottery at Sistersville, W. Va., continues alive, and definite announcement about the formation of a company for that purpose is expected daily.

* *

At a stockholders' meeting of the A. Radford Pottery Co. held recently the board of directors were

authorized to convert the property and chattels into cash, cancel all obligations, and return its corporate charter to the State. This company recently sold all its blocks, molds, cases and shapes to the new Brush-McCoy Pottery Co., Zanesville, O.

* *

The Homer Laughlin China Co. is operating all of its plants on excellent time—three factories in this city and the thirty-two kiln plant in Newell—a total capacity of sixty-four kilns.

* *

The Warwick China Co. has just completed a large dinnerware order for the Shriners of the Wheeling, W. Va., Masonic fraternity. The decoration comprises a neat underglaze treatment of the "double eagle."

AT CHICAGO.

CONVENTION week with its attendant excitement attracted thousands of visitors to Chicago. Crockery merchants took advantage of the occasion, and a large number were here, talking politics part of the time and buying goods in spare moments.

* *

O. J. Sutherland, with George F. Bassett & Co., was in Chicago last week on a swing around the circle. He reported excellent business.

* *

After an Eastern buying trip, Mr. Meisenheimer, buyer for the National Sales Co., 210 Wabash avenue, is back at his desk.

* *

E. W. Hunter, president of the Economy Tumbler Co., Morgantown, W. Va., was a convention visitor.

* *

E. H. Fox, of the Phoenix Glass Co., who made a short trip to surrounding cities last week, says that business looms up bright for next season.

* *

J. M. Sinclair, the Sullivan, Ind., crockery merchant, was in the city last week on a buying trip. He said business prospects in the Hoosier State were excellent.

* *

According to dealers in brass and copper goods, the continued advance in the price of these materials has stimulated business, and goods in these lines are moving fast.

* *

Henry J. Vieman, assistant china buyer for Carson, Pirie, Scott & Co., has returned from his honeymoon.

* *

S. J. Natkin, crockery buyer for the Fair, is in New York buying. Pitkin & Brooks have sold their interests in this department to the Fair, which will

operate it after January 1. Mr. Natkin is to remain in charge.

* *

J. J. Kiser, Indianapolis, Ind., was in Chicago last week placing crockery orders.

* *

Fred T. Millham, secretary of the Plume & Atwood Mfg Co., was a recent Chicago visitor.

* *

Among out-of-town visitors last week were A. and E. H. Hollister, Delevan, Wis., and N. M. Miller, Tuscola, Ill.

* *

E. J. Koch spent several days looking over conditions in his cut glass factory at Elgin, Ill., last week.

* *

Alfred D. Brunn, local manager of Edward Miller & Co., Meriden, Conn., says that Charles N. Gilmore (North), Abe F. Warren (South) and Herbert H. Grimm (Southwest) have sent in very satisfactory orders on new fall lines. The Chicago show-rooms are taking on a most businesslike look. Alterations and extensions are being made, and the rooms will shortly present an extremely attractive appearance.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g June 1, '12	Correspond- ing period 1911	Exports Jan. 1 to June 1, '12	Correspond ing period 1911
Boston	135	306	2780	3668
New York	107	72	3338	3669
Baltimore	354	346	3307	5417
Philadelphia	103	98	1483	2274
New Orleans.....	46	16	345	395
Newport News...	....	....	48	26
San Francisco ..	54	4	547	123
Portland (Me.)..	....	...	608	545
Galveston .....	....	....	219	439
Portland (Or.)..	20	....	102	....
Inland Points ..	4	24	227	858
Total..	823	866	13004	17414

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

to	Shipments week end'g June 1, '12	Correspond- ing period 1911	Exports Jan. 1 to June 1, '12	Correspond ing period 1911
New York	107	72	3407	3445
Boston	135	306	2780	3607
Philadelphia	103	98	1472	2250
Baltimore	354	346	3307	5412
San Francisco ..	54	4	547	96
New Orleans. ..	46	16	348	344
Portland (Me.)..	....	....	693	389
Galveston .....	....	....	219	439
Newport News ..	....	....	45	26
Portland (Or.)..	20	....	102	....
Inland Points	4	24	233	235
Total	823	866	13153	16243

Around the Glass and Lamp Factories.

The Pennsylvania Glass and Mfg. Pittsburgh and Co., with offices in this city, has taken over the property of the former McGee-Dieters Glass Co., at Bell Brilliant, O., and on or about July 15 the plant will be placed in operation on lighting glassware, ruby lantern globes, etc. Three new tanks and two new lehrs are being built, and an additional building is being erected. Lighting glassware will be made exclusively.

Never in the history of the Duncan-Miller Glass Co., Washington, Pa., has its factory been operated with such a large volume of business on file as at present. No finer testimony could be offered for the high grade lines made here. Messrs. Rent and Graeser, salesman for this company, are now spending a season at the factory, having completed their late spring trips.

S. O. Paull, of the Eagle Glass and Mfg. Co., Wellsburg, W. Va., was here last week, looking well. He said the big Eagle plant was working full. The company is making a special feature of lighting glassware.

Jelly tumblers are firm at 11, 12 and 13 cents, and scarce at that. The demand is increasing daily.

General Manager Snellbach, of the Jefferson Glass Co., Follansbee, W. Va., was here last week showing some new creations in their "Moonstone" lighting glassware. Work on the new office and sample room building at the factory is progressing favorably.

The demand for tumblers and water pitchers is unusually heavy. All grades are selling well, though in some localities buyers report a better demand for the Colonial crystal tumblers and jugs than for those of the decorated variety. Summer resorts have been liberal buyers of these lines, and department store buyers have also been ordering freely.

Work has been started by some glass manufacturers in the preparation of new lines for the coming

year. Although the majority have not given this matter such thought, on account of being so busy just now, designers are now submitting new drawings for their inspection.

Inquiry among local manufacturers reveals the fact that 10-oz opal glass tapered tumblers are not made here now. Those sold recently comprised a job lot, and only fifteen barrels were available.

As the season advances there is an increasing demand for bar goods, and all the blown factories are crowded with business. Soda fountain glassware is also in great demand, especially sundae glasses, and manufacturers find difficulty in keeping up with orders.

A number of manufacturers of confectioners' display jars will maintain exhibits at the National Confectioners' Association meeting to be held at Niagara Falls within a few weeks.

Bert Graeser, salesman for the Duncan-Miller Glass Co., has removed from the East End district of this city to Washington county, where he will become a farmer during the off season. Joseph Rent, also with this firm, possesses a well-stocked farm in Washington county, too.



The Seneca Glass Co. regret **Star City, W. Va.** that necessity compels them to close down Factory B temporarily, as they have an extremely large number of orders on hand. Work will be resumed the moment required repairs to plant are completed.



Immense deposits of sand believed to be suitable for glass making exist in this immediate neighborhood. **Canon City, Col.** Andrew Tuite of Vincennes, Ind., who is largely interested in glass manufacture, is engaged in investigating the deposits with a view to opening up a factory in this locality.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
June 18, 1912.

BREMEN

15	packages glassware.....	L Straus & Sons
18	" "	Strobel & Wilken Co
150	" "	Miscellaneous Orders
81	" earthenware.....	Karl Butter
28	" "	Knauth, Nachod & Kuhne
26	" "	Miscellaneous Orders
84	" chinaware.....	Strobel & Wilken Co
64	" toys.....	Geo Borgfeldt & Co
2	" "	F W Woolworth & Co
11	" "	F A O Schwartz
2	" "	G W Travers
164	" "	Strobel & Wilken Co
89	" "	Miscellaneous Orders

HAVRE

108	packages chinaware.....	Wm Guerin & Co
39	" "	H R Churchill
64	" "	H Creange
20	" "	J H Venon
16	" "	L Straus & Sons
16	" "	Bawo & Dotter
20	" "	A G Moment
4	" "	J J Hines
144	" "	Miscellaneous Orders
50	" glassware.....	E Utard
2	" "	Miscellaneous Orders

ANTWERP

7	packages chinaware.....	Strobel & Wilken Co
6	" glassware.....	" "
67	" toys.....	" "

LIVERPOOL

11	packages earthenware.....	The Rowland & Marsellus Co
50	" "	Maddock & Miller
11	" "	G F Bassett & Co
28	" "	Fondeville & Van Iderstine
21	" "	E Boote
23	" "	George Hamilton
11	" "	Ed Butler
4	" "	J Wygand & Co
40	" "	W S Pitcairn
18	" "	H C Edmiston
27	" "	Meakin & Ridgway
15	" "	Bawo & Dotter
4	" "	W H Plummer
18	" "	F W Woolworth
21	" "	R Slimmon & Co
10	" "	Miscellaneous Orders

FIUME

8	packages toys.....	Strobel & Wilken Co
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GLASGOW

19	packages glassware.....	H A Rogers & Co
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NAPLES

9	packages earthenware.....	H Creange
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HAMBURG

16	packages earthenware.....	Bawo & Dotter
5	" "	Herman C Kupper
7	" "	F Bing & Co
3	" "	L D Bloch & Co
2	" "	J Palme
14	" "	J Wygand & Co
5	" "	Miscellaneous Orders
14	" chinaware...	Strobel & Wilken Co
26	" toys.....	B Illfelder
4	" "	Samstag & Hilder Bros
17	" "	G W Travers
4	" "	Knauth, Nachod & Kuhne
13	" "	Strobel & Wilken Co
105	" "	Miscellaneous Orders

SOUTHAMPTON

25	packages toys.....	Strobel & Wilken Co
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TRIESTE

12	packages toys....	Strobel & Wilken Co
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IMPORTS AT PORT OF BOSTON.

LIVERPOOL

2	packages earthenware.....	Jones, McDuffee & Stratton Co
41	" "	Miscellaneous Orders

ANTWERP

15	packages earthenware.....	Jones, McDuffee & Stratton Co
22	" "	American Express Co
9	" "	Stone & Downer Co
9	" "	L Wolf & Co
2	" "	A W Chesterton
6	" "	Jordan Marsh Co

BUSINESS BRIEFS.

To care for his rapidly-extending business, Christian J. Dierckx, of No. 8 Murray street, has leased a spacious store at No. 3 West Thirty-ninth street for a term of years.

Frank Waters has opened a five and ten cent store at Jefferson, Wis., and J. C. Arneson will shortly open a variety store at Grafton, N. D. Both would be glad to receive catalogues.

The Association of Flint and Lime Glass Manufacturers hold their convention at Heinz Pier, Atlantic City, July 22. The Association of Manufacturers of Pressed and Blown Glassware meet at the Marlborough-Blenheim, Atlantic City, on the following day.

Sealed proposals for the supply of glassware, crockery and china to the various Texan charitable institutions will be received at the office of the State purchasing agent, Austin, Texas, up to June 29 at 10 a.m. Schedules and all particulars can be had from J. K. Elliott, above address.

A "live wire" buyer who watches every move to save money says that during the time fruit jars are selling the demand for additional screw zinc and porcelain tops is large, and recommends that they be bought in bulk and not in small packages, as a fair percentage is saved in this way.

The Phoenix Pottery Co., of Bordentown, N. J., may take on a new lease of life, as on June 26 the referee in bankruptcy will be open to receive offers for the purchase of the plant. This concern, which was known for many years as the Old Ironsides Pottery, has been the centre of much litigation, but it is hoped that in future matters may go ahead smoothly.

25
Theodore Haviland

Limoges,
FRANCE.

Theodore Haviland & Co.

NEW YORK

THE FIFTH AVENUE BUILDING

Fifth Avenue, Broadway and 23d Street

MADISON SQUARE

OFFICES :

301, 302, 303, 304, 306, 308, 310, 312,

314 316 318

WOES OF THE TRAVELING MAN.

By "Pop."

"WHERE are you going from here?"
How tired I get of that phrase!
All the year it greets my ear—
Three hundred and sixty-five days

The hotel man becomes sociable
As I pay for his high-priced cheer,
And drops my bill in his yawning till
With "Where are you going from here?"

The friends I meet upon the street
Keep dinging it into my ear.
The same old song the whole day long
Is "Where are you going from here?"

One night I dreamed, and to me it seemed
That my time had come to die.
In sore affright I took my flight
To the pearly gates on high.

St. Peter stood in a thoughtful mood
At the foot of the golden stair,
But raised an eye as I drew nigh,
And asked with a doubtful air:

"Your papers, please! What ails your knees?"
Then, grinning from ear to ear,
"Oh, you are one of those traveling men!
Well, where are you going from here?"

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMEN WANTED—Men who call on the house furnishing, crockery, glass, china, lamp, toy, trunk, bag and sporting goods trade in Greater New York and vicinity, to handle house furnishing specialties and kindred lines. Good opportunity for live men. Address N. H. F. T. E., this office.

WANTED—Traveling salesmen for side line of salable brass articles for department, stationery and novelty stores. Liberal commission. Address Box 804, this office.

SITUATIONS WANTED.

BUYER of fourteen years' experience in crockery, glass, toys and lamps wishes a position where his knowledge and ability will be of value. Highest references as to integrity and honest work. Address SUCCESS, this office.

WANTED—Position as salesman of china, bric-a-brac, cut glass, etc. Fifteen years' experience. Best possible references. Have always been a producer in the high-class trade. Address WINNER, this office.

A TRAVELING man with fifteen years' experience on the road, with a great following among the china and fancy goods buyers in the department stores and jobbing trade in all the large cities of the East and Middle West, is open for a proposition on July 1. Address Box 805, this office.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

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— AND —

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Lamps and Brass Goods

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CROCKERY & GLASS JOURNAL

NEW YORK JUNE 27, 1912.

L. STRAUS & SONS' INVOICES SUSTAINED.

THE lengthy trial before the Board of United States General Appraisers on a number of importations of French china by L. Straus & Sons resulted in a complete defeat of the Government's contentions as to market values.

The goods were advanced by the Appraiser up to twenty-six per cent, and after a hearing before a single General Appraiser the entered values were sustained by him. From this decision the Government appealed to the Board of General Appraisers. A large number of witnesses were called, and a mass of documentary evidence was submitted. The Government was represented by Deputy Attorney-General Wakefield, who as chairman of the Treasury Department's Limoges Commission spent several months last summer in Limoges, and was then assisted by Mr. Davis, of the Chicago Custom House; by Mr. Achenbach, confidential agent of the Treasury Department, and also by Mr. Burgess, vice-president of the American Potters' Association. As above stated, Messrs. Straus gained a complete victory in this controversy.

NEW HOTEL SUPPLY HOUSE.

A NEW hotel supply house has been organized this week and opens up its offices on Monday next. The Hotel Utilities Co., as it will be known, will have headquarters at 116-120 West Thirty-second street, this city.

The president is Mark A. Cadwell, for many years secretary of the New York Hotel Men's Association.

Vice-president Lyman T. Wood has for some years been looking after the advertising department of the Hartford Carpet Corporation and securing for them the contracts of large hotels throughout the country. Mr. Wood was formerly buyer for John Wanamaker in the carpet department, and his knowledge of this branch of the business will be invaluable to the company, of which he will be general manager.

Richard A. Near resigns from his position with

Higgins & Seiter on Saturday next in order to become secretary and treasurer of this concern. His eighteen years' experience in the china and glass business stands him in good stead in the venture, particularly the last eight years, during which he was manager of the hotel department of Higgins & Seiter.

Here is an aggregation of men fully equipped to establish a business of great magnitude among the hotels throughout the whole United States, and it looks as though the company will meet with success from its very inception.

RECEIVER APPOINTED.

APPLICATION has been made to the Superior Court for New Haven County by two of the stockholders for the appointment of a receiver for August L. Gauthier, Incorporated, Waterbury, Conn. The business had been attached by certain creditors, and the most feasible method which the stockholders could work out for the protection of all of the creditors was to apply for a receiver. Charles E. Hart, Jr. was appointed temporary receiver under a \$10,000 bond and authorized to carry on business until further orders. There will be a hearing before Hon. Lucien F. Burpee, Judge of the Superior Court, on July 22, for the confirmation of the appointment.

THE GOLF TOURNAMENT.

AT a meeting of the golf-playing members of the crockery and glass fraternity, held at 25 West Broadway on Friday, it was decided to hold the annual tournament on Thursday, July 18, at the Forest Hill Field Club, Soho, N. J.

L. S. Owen was appointed chairman of the committee, with George Hamilton, J. Meredith Miller, L. S. Hinman and W. S. Pitcairn as associates.

The handicap committee consists of A. A. Bean, Thos. Smallwood and H. P. Muirheid.

Soho is on the Greenwood Lake Division of the

Erie railroad, and all trains scheduled to stop at the station will pull up at the club house.

The committee is very anxious to have a record attendance at the game and hopes that all golfers in the District will participate. Entrance fee, \$3.

THE CONDITION OF BUSINESS.

At this time of the year it is not expected that the crockery and glass industry will be overwhelmed with orders, and this season is no exception. The feeling of confidence continues to grow, and the situation is viewed with optimism, a rousing trade being anticipated in the fall.

Most of the importers are abroad selecting new lines for the coming season and in every way anticipating the increase of business which all believe will come. There is little or no import business being done now. In fact, the import samples are mostly all on sale, or will be by July 1.

The domestic potters are busy with new designs after the usual consultation with their representatives, who, having their fingers on the pulse of the trade, are better equipped to tell what is wanted in the field than those whose time is devoted to the factory and its output.

The glass manufacturers are extremely busy. The annual shut-down beginning July 1 will be made as short as possible, so that back orders can be executed without much delay.

Considering the number of lamp manufacturers constantly springing up, it is surprising that there is business enough to support them. Still, they all seem contented and busy, each one having something distinctive that attracts the buyer.

Cut glass manufacturers have vied with one another in bringing out novelties for the coming season, thereby showing their confidence in the outlook, for large sums of money have been spent in putting on the market most expensive things in this line.

Taken altogether, the prospects are very bright for a good trade later on.

With retail stocks short and the manufacturers about to close their plants for a fortnight, the last few days have witnessed a terrific flood of orders for "hurry shipments." The situation is just as predicted by the JOURNAL two months ago.

Buyers simply would not anticipate their wants, and the result is that many unfilled orders are on file.

East Liverpool and Vicinity.

More or less apathy exists in the Western pottery trade at present, although plants are fairly active for this time of the year. Some clay departments have shut down until after July 4, and others will suspend operations the last of this week. There is some mail business coming in, and a few buyers have visited the district, but "big" business is not on the books.

ARRANGING FOR BUYERS' RECEPTION.

AS the result of an invitation to the leading house-furnishing and crockery and glass manufacturers a preliminary meeting under the auspices of the House Furnishing Trade Exhibits, Inc., was held Wednesday afternoon in the assembly room of the New York Merchants' Association. Addresses on the value of expositions were given by A. H. Stoddard, of the Hotel and Business Men's League, and A. C. Cooper, of the New York Furniture Exchange. Albert Wyman, president of the House Furnishing Trade Exhibits, Inc., spoke at some length on the desirability of making suitable arrangements for the reception of visiting buyers and their social and intellectual entertainment. Committees to deal with the subject were appointed, and a further meeting arranged for July 2 at 2.30 p. m. at the same place.

A BEAUTIFUL BOOK.

THE illustrations in the "Royal Porcelain Book" just issued by the Royal Worcester Porcelain Co., and sent us by Maddock & Miller, 25 West Broadway, are very fine, and do full justice to the specimens of Royal Worcester ware shown. A graphic, though necessarily condensed, history of the city of Worcester and its famous factory, by an American writer, completes this most attractive publication.

"Worcester," says the author, Charles F. Higham, "is a city of old and splendid memories." We would like to add that Worcester is also a city of splendid china. Both facts are charmingly set out in the book. We wonder what the effect would be on those who associate the word "factory" with sordid surroundings, smoke and clatter, were they suddenly transported to the heart of rural England, with its flowering hedgerows and peaceful country lanes extending right up to the seventh-century cathedral close to whose venerable walls is situated the Royal Worcester Porcelain Works, and forming an ideal setting for its beautiful product.

The New York Crockery and Glass District.

Geo. F. Bassett & Co. are showing four or five very desirable English dinnerware patterns from the J. & G. Meakin factory. The decorations are neat and the shapes good, while the body and glaze are all that could be desired. Gold line with black or green decorations, designs in cameo effect, and the Medina pattern with gold edge and key border in blue, with Dresden roses dotted here, and there, are all finding favor at the hands of buyers.

The Clinton Cut Glass Co. have just brought out a new floral design that will be applied to about twelve shapes. Samples are being shown by W. H. Upham, the New York agent. The prices and quality of these new pieces will prove of more than usual interest to buyers.

Bawo & Dotter announce that they are ready to dispose of their import samples. As everybody knows, they carry large and varied lines of china, glass, fancy goods, housefurnishings, dolls and toys, and there is not a dealer in the trade who cannot find something among these samples which he can use to advantage. They will furnish lists of what they have, if buyers will indicate their needs; but a personal examination would be much more satisfactory.

The new electroliers from the Liberty Cut Glass Works shown by E. B. Dickinson are attracting a great deal of attention. They are entirely different from anything else on the market.

Solomon & Cross have now on display the new line of Belleek ware from the New Jersey China Pottery Co., Trenton, N. J. In delicacy of body, originality of design and excellence of shape the ware fully justifies the good things said of it. Vases, tea and coffee sets, mayonaise and salad dishes, and a general line of ornamental goods comprise the exhibit.

Richard Kohn, New York representative of the J. D. Bergen Co., manufacturers of cut glass, Meri-

den, Conn., is showing many novel electroliers. One with a vase of excellent design in the centre of three drop-lights with richly cut globes is very attractive, while an electric shower consisting of a large cut sphere surrounded by four smaller ones is as handsome a piece as can be desired. There are many smaller devices with one, two and three globes.

The Royal Worcester Porcelain Co. have been receiving liberal orders for their high class open stock dinnerware, the patterns most favored being the Chinese design in blue and green, and the white with gold incrustations.

The Strobel & Wilken Co. are now putting their import samples in shape for selling, and on the first of July will be ready to dispose of them.

As a result of the structural alterations called for by the action of the Bureau of Highways the entrance of Porcelaines G. D. A. is now in common with that of the Haviland & Abbot Co. and the space heretofore used as a vestibule or entrance hall turned into valuable window display. What has in many cases proved a hardship is a boon to Haviland & Abbot Co., the showroom being practically restored to its original plan of years ago.

The new showrooms of Kennard L. Wedgwood, 71-73 Murray street, are now in complete order and are very attractive. The room devoted to Webb glass is one of the handsomest in the District.

So many new lamps have been sent from the factory of the Crown Novelty Co. to the New York showrooms that S. Sipser has been compelled to have his place re-wired in order to have sufficient light to supply his samples.

Geo. N. Blust, New York manager of the Pittsburgh Lamp, Brass and Glass Co., is constantly showing something different in his showrooms.

Just now one of his specials is a line of decorated oil lamps in a great variety of decorations and prices.



Charles Baum reports having received orders for upwards of 12,000 plateaux for July and August delivery. For the slack months of the year this is decidedly "going some."

AT BOSTON.

BUYERS this week in town included William E. Whipple, of Eaton & Whipple, Fitchburg; George F. Scott, Clinton; Michael J. Ryan, for the Bon Marche Dry Goods Co., Lowell; John Harrington, for Harris & Mowry, Woonsocket, R. I.; Mr. Donovan, Salem.

The S. S. Kresge Co. are adding at Essex street, Salem, a new link to their already stupendous chain of five and ten cent stores.

R. H. White Co. have recently enlarged their kitchen-ware department, making it twice the former size, and are conducting this week a special sale in these goods.

The Walter M. Hatch Co., dealing in fine china, antiques and Japanese goods, are making rapid progress with their new quarters at the corner of West and Tremont streets.

William Purington, Harry Hollis's potent order-getter, is scouring Southern New England with good results. Harry Wheeler is covering local territory successfully.

Frederic Langfelder, of the New York headquarters of Louis Wolf & Co., visited the Boston offices last week, as did also Julius Baer. John F. Cuffe is having excellent success with the line of aluminum ware on display at the Pearl street sales-rooms.

The Mutual Benefit Association of the Smith-Patterson Co. (cut glass, etc.) enjoyed an excursion down the harbor Saturday.

George K. Marshall, representing the Fostoria Glass Co., has returned from a trip which covered New England territory, and is optimistic anent the outlook for business.

The General Cut Glass Co. is now carried on by A. Chalfen, Morris Miller and A. Carlow at 166 Broadway Extension.

J. Reed Whipple, manager of the Parker House,

Young's, and the Touraine, who passed away last week, was an extensive buyer of glassware and china for these hotels, and was very popular among the trade.

A new corporation dealing in housefurnishings, etc., in this city is the Enterprise Furniture Co.

IN TOWN

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

THE following buyers have reported in town since our last issue:

M A Romney, with Zion Co-op Merc Institution, hf, Salt Lake City. 75 Leonard.

H L Smtih, with G Wyman & Co, t, South Bend, Ind. Great Northern.

G Thibedeau, with New Bedford D G Co, c, t, New Bedford, Mass. 75 Spring.

C G Miller, with Dives, Pomeroy & Stewart, hf, Pottsville, Pa. 2 Walker.

G A Broughton, with Shepard Co, hf, Providence, R I. 220 Fifth avenue.

A Kallman, with England Bros, hf, Pittsfield, Mass. 75 Spring.

A H Baum, with M Goldenberg, hf, Washington, D, C. 15 W. 26.

A R Wallaner, with Wm Laubach & Sons, hf, Easton, Pa. 41 Union Sq.

C M Hearst, with Moorhouse & Wells Co, c, g, cr, Decatur, Ind. Hotel Astor.

ENCOURAGING AMERICAN ARTISTS.

AMONG the offerings of the Smith-Phillips China Co. for this fall will be two new patterns, the "Columbia" and the "Isabella," which will attract the attention of not only the trade, but the potters in general.

These patterns were selected as the result of a competition inaugurated by the company offering a prize to their employees for original designs suitable for their "Princess" dinner service, the idea of the concern being to stimulate the artistic talent existing in American potteries and gradually develop a distinct style of American ceramic decorations instead of depending exclusively on foreign artists for designs of this character.

Out of nearly twenty designs submitted, two offered by William T. Rawlins were accepted and are pronounced by experienced judges as being the most striking innovations offered on dinner ware this season.

Mr. Rawlins has achieved considerable local reputation as an artist of ability, having last fall captured a majority of the prizes offered at the Art Exhibit of the Tri-State Fair.

MERCHANDISING DEPARTMENT.

[This department is carried on in the interest of buyers, particularly out-of-town men who cannot visit the market every day and who may not be able to get around to all the manufacturers' showrooms, yet are looking for special goods that are bargains. Nothing will appear here that has not some special or attractive feature, the main one being price. In writing to the "Merchandise Editor" for particulars please quote the number of the item that you are interested in.]

"GREAT OAKS FROM LITTLE ACORNS."

WE started this Department with the idea that it might possibly be found useful. We must confess that we did not realize its possibilities, nor do justice to the acumen of our readers in making such prompt use of them. The fact that its facilities are taken advantage of to such an extent as to occupy a large portion of the time of a member of our staff in dealing with queries, sending on orders, etc., is in itself proof that the Merchandising page is fulfilling its mission. But we are not content with "well enough," and will welcome suggestions tending to make this or any other feature of the JOURNAL more useful to the trading community.

ON SALE.

A 103—52 sets sugars and creams, light blown glass with handsome cut rose design; worth \$6.50 a doz. sets; will sell at \$4.50 to close out.

A 104—15 doz. champagne glasses, same shape, handsome grape design; usual price \$2; will sell at \$1.40

A 105—One of our subscribers writes as follows: "Wishing to lower our stock before inventory is taken, we make the following offer on 336 pieces of cut glass, all cut on the best blanks by skilled workmen. Our best wholesale price on this lot is \$457.60, but under the circumstances we will close it out for \$329 net cash." The lot contains 140 8-inch berry bowls, 45 5-inch comports, 60 3-lip oils, 30 6 x 10 comports, 17 5½-inch, 20 6½-inch, and 24 7½-inch comports, hollow stem. The bowls are cut on figured blanks and the rest on plain blanks. The patterns are good. An A 1 bargain for a sale. Regular barrel charges. F.o.b. factory.

A 102—200 electric portables, 16-inch leaded glass panel shades, green with amber and red border, or amber background with green and red border. Finished in verde or regular brushed brass. The regular price of these is \$8.60. In order to close out the line they are offered at \$6.25 delivered anywhere between Chicago and Boston, with no charge for package. Will be sold in lots of 12 or more. When all gone cannot be duplicated at this price.

A 106—15 cases of Austrian china. Plates, 4½, 5, 6½ and 7½ inch; tea cups and saucers, vegetable dishes, salad bowls. The articles mentioned are evenly divided and are put up in lots of 46 doz. or 92 doz. at 90 cents per doz. The decoration is a delicate and attractive one and the body is very good. F.o.b. New York; usual package charge.

A 107—For delivery during July 500 12-inch mirror plateaux, 45 cents each; 300 10-in. ditto, 35 cents each; 500 8-in. ditto, 25 cents each. All nickel-plated rims and beveled mirrors.

A 100—An agent is closing out a line of pressed and blown glass tumblers for the receiver of a glass company. Particulars on application at this office.

A 101—At a sacrifice—13 one-light electric wall brackets, 11 two-light ditto, 7 one-light inverted gas brackets. The above are all manufacturer's samples of lines discontinued. The regular prices ranged from \$34 to \$115 a doz. The lot are to be cleared out for \$1.50 each. The best bargain in this class of goods we have ever seen. They are all high grade and of excellent design and workmanship.

A 98—48 sample mirror plateaux varying in size from 8 in. to 20 in., different styles, with ornamental mountings, silver-plating guaranteed, beveled and beaded glass mirrors. Also 14 sample trays in sizes from 8 x 10 to 16 x 20, same design as plateaux above. All these trays and plateaux are offered at 15 per cent discount off the regular price list in order to clear them out to make room for new samples about to be shipped. These are all high class wares, and would make a good assortment to help round out a sale.

A 96—150 12-inch mirror plateaux at \$8.40 per doz. 36 14-inch mirror plateaux at \$12 per doz. All have beveled glasses and polished silver-finished frames on high feet. These are particularly good value, and as there is only a small quantity speedy action is advisable. Quantities to suit buyer.

A 88—One of the largest glass manufacturers in the United States whose reputation is beyond question offers the following bargains in regular lead blown tumblers to close out:

5 barrels, 17 oz. capacity, straight, at 50c a doz.					
7	"	18	"	"	50c "
23	"	19	"	"	60c "
24	"	20	"	"	70c "
6	"	7½	"	concave,	25c "
8	"	8	"	"	25c "
32	"	12	"	taper,	35c "
18	"	17	"	"	50c "
5	"	7	"	straight,	25c "
5	"	10	"	"	30c "
13	"	11	"	"	30c "
15	"	12	"	"	30c "
13	"	8	"	fruitina,	25c "
4	"	12	"	"	35c "

F.o.b. New York. Barrels 50 cents each. The firm making this offer is favorably known from one end of the United States to the other.

Many of the above have been sold, but there is enough for several fair shipments yet.

A 76—A Western potter is offering 100-piece dinner sets, Western composition—no' soup tureen—every piece gold-lined, with four spray decoration, either plain or scalloped shaped, at \$4.75 per set. Usual charge for packing and freight.

A 99—The best value ever offered in the CROCKERY AND GLASS JOURNAL is the special advertising proposition now open for acceptance. Orders have been sent in by many firms. There are still pages open for you. Send your requisition for space early, in order to secure a good position.

A 93—100 doz. light blown lead tumblers, pretty rose cutting, at 62 cents per doz., f.o.b. New York. Barrels extra.

A 94—100 doz. light blown tumblers, cherry design in light cutting, 62 cents a doz., f.o.b. New York. Barrels extra.

A 95—100 doz. light blown lead tumblers, clustered grapes and vine decoration in light cutting, 63 cents a doz.

Only two barrels of each of the above left. Quick action necessary if you want them.

A 77—At a bargain—100 pieces highly finished and polished lead cut glass, consisting of

24 8 inch bowls	12 6 in handled nappies
6 celeries	5 orange bowls
15 baskets	5 two-handled comports
10 spoon trays	6 oils
4 3-pint jugs	5 10 in vases
8 sugars and creams	

Regular price \$175. To be closed out at \$142.60, f.o.b. factory. Regular package charge.

A 90—Get these in time for the preserving season:

15 gross Economy fruit jars, pint size.	
25 " " " quart size.	
5 " " " 2 quart size.	

Will sell at 20 per cent off the 50 gross price.

A 80—100 doz. cut glass light lead blown tumblers with a beautiful floral design, marguerite motif, well worth 80 cents a doz.; will sell at 70 cents to clear out, in quantities to suit purchasers. Don't hesitate to order these; they are a bargain.

A 82—A manufacturer makes the following exceptional offer: 4,000 pieces solid gold and gold-lined and silver-plated china, including cream and sugar sets, candlesticks, hatpin and pepper sets, card holders, violet holders, shaving mugs, individual salts, mustards, hair receivers, coffee pots, fern jars, ash receivers, handled olives, powder boxes, extra creams, teapots, ash trays, etc. Will close the entire lot out at fifteen cents each, f.o.b. factory; no package charge. Samples and photographs sent on request. Everything in the above assortment, except salt and pepper shakers and toothpicks, cost in the plain white china more than the price they are offered at. The teapots and some other items cost from \$4.50 to \$9 a doz. in the plain white.

The above are done up in ten different packages, and will be sold per package if so desired. Particulars of each package may be obtained upon application. Prices of package lots vary from 10 cents each piece up to 27 cents each, depending entirely upon the package selected.

MERCHANDISE WANTED.

59—One of our readers is in the market for a quantity of chocolate cups with an advertisement upon them. Particulars may be had by application at this office.

57—One of our subscribers wishes prices on a quantity of eikhorn handled beer mugs, blue underglaze.

55—Wanted a line of cut glass seconds.

53—A Canadian desires quotations on one- to five-gross lots of 3 to 3½ oz. individual glass serving marmalade jars. These jars should not have screw top. The inquirer will need five gross monthly.

58—Quotations wanted on three-quarter-pound and ten-ounce glass honey jars.

TIFFANY TEAMS PLAY BALL.

ONE of the most interesting games of the season was played last Saturday afternoon by the employes of Tiffany & Co. at Woodside, L. I.

The line-up was as follows:

MARRIED MEN.—Leslie ss, Plummer 3b, Davis 1b Maguire c, p, Martin cf, Fischer 2b, Delherbe rf, Vantor lf, Finnegan p, c.

SINGLE MEN.—Morrow 3b, p, Weidner 2b, cf, Campeau p, lb, Burke ss, 3b, c, p, Bohn cf, 2b, Wolford c, lf, Farley lf, Calahan lf, Wachter lb, p, Jones rf.

Umpires, Messrs. Mailloux and Ryan.

The Married Men went to the bat first, and Leslie sent the ball sailing over to center field, reaching second base. Plummer then securing first, Davis got on the job and made a homer. The next three went by the board; so the Single Men got to work and netted five runs.

There was great work in the second inning, the Benedicks making the bachelors sit up and take notice that they could play ball even if they did have families. Daddy Vantor surprised the boys the way he covered left field.

After the game all went down to the hotel, where a goodly feast awaited them.

Married Men—	3	10	2	1	0	0	1	2	5—24
Single Men—	5	1	0	0	0	2	5	1	0—14

Should you desire additional information regarding any of the special offers in our Merchandising Department, fill out and mail us the coupon printed below.

Please send me further particulars regarding
No. in the issue of "Crockery and Glass
Journal" dated

SAN FRANCISCO AND THE COAST.

MANAGERS of retail crockery and glass departments report splendid success with their June specials for wedding gifts, on which they have all been centering attention since the first of the month. The wholesalers are also in good spirits over the run of business they have had the past couple of weeks. Country orders are especially good.

* *

The managers of the Coast stores of the F. W. Woolworth Co., which recently bought out the five, ten and fifteen cent stores of E. P. Charlton & Co., held their first annual convention here last week. The company has 560 stores in the United States.

* *

M. P. Meyers, retail sales manager of the Nathan-Dohrmann Co., is showing a very interesting line. It is called Arequipa pottery, and is made at Fairfax, Cal., at a sanatorium for curable cases of tuberculosis. The patients do the work under the direction of Frederick Hurten Rhead, who has been director of several potteries and teacher of pottery design in various institutions of learning. Twenty-two patients are thus employed and are turning out very creditable work.

* *

John F. Galloway, who has the Coast agency for the Bergen Cut Glass Co., expects to cover southern California the first part of July.

* *

The incorporators of the Western States Porcelain Co. recently organized in San Francisco with a capital stock of \$100,000, are E. E. Nicol, R. Smith, H. M. Lange, E. W. Martens and M. K. Welch.

* *

Leo Himmelstern, of Himmelstern Bros., who is now calling on the trade in the northwest, sends reports of a very satisfactory business in Oregon and Washington. R. C. Altschul is expected home the end of the week from a two months' trip in the southern part of the State.

* *

The Greater Sacramento Store at Sacramento is making extensive alterations. Fifty feet are being added to the depth of the store, and arcade windows are being installed, as well as other improvements.

* *

Charles Hass and A. L. Gump, of the S. & G. Gump Co., have just returned from Europe, where they went three months ago on a buying trip. They visited every country on the Continent, and next week some of their earliest purchases are expected. Mr. Hass looks well, having gained considerably in weight.

* *

G. Dorn, of the Dorn Ceramic Supply Co., returned home last week from his vacation trip to

Lake Tahoe. He and his wife made the entire trip in their automobile. They covered about five hundred miles without a single accident.

* *

A. A. Otte, Coast manager for the Pittsburgh Lamp, Brass and Glass Co., plans to leave on a northern trip about the first of July.

* *

C. F. Carnes, manufacturers' agent, is now covering the northern territory with his pottery and glass lines.

AN EFFECTIVE TRADEMARK.

THE Knowles, Taylor & Knowles Co., East Liverpool, have adopted a unique symbol which they intend using in connection with all advertising pertaining to the new Welded Edge line which they are shipping to their trade. This is illustrated below and also appears in a larger form on our front page. It con-



veys to the reader's mind at once the significance of the weld, and illustrates in a convincing manner the practicability of this style of an edge for hotel, restaurant and such usages where heavy service is required. While they have only just started to advertise this line, they report that in the few months it has been on the market the trade have been quick to recognize the advantage over the roll edge and are already placing substantial orders. Made in the well-known K. T. & K. S.-V. China body, as in the past, it is bound to stand the wear.

OBITUARY.

ON Monday, Louisa H., wife of John Nixon, the well-known and popular representative in New York of the Fostoria Glass Co., died after a brief illness. It is a sad blow, and the sympathy of the trade goes out to him. She leaves two grown-up daughters and two boys aged fifteen and thirteen respectively. Funeral services were held at the residence in East Orange, N. J., on Wednesday afternoon. The board of directors of the Salesmen's Association attended in a body, and sent a beautiful floral piece.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday

BY

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 27, 1912.

ANOTHER HOUSEHOLD SHOW?

WE are informed by Mr. Harry Cochrane, who ran the National Household Show at the Madison Square Garden last year, that he has an option on the Garden from August 22 to 31 and will hold his show as usual. Preparations for the exhibit at the Grand Central Palace are going right along, and Mr. Wyman is confident of success. There is certainly no demand for two shows. If the exhibits are split both will lose money.

THE SILVER-DEPOSIT SITUATION.

A SUGGESTION has been made that we appeal to the members of the silver-deposit business to consider their ways, before the trade has been cut to a frazzle. It is said that there is no bottom to prices, and that profits are conspicuous by their absence. One buyer stated that he was tempted to throw out the whole line, as he could see no stability in the trade. As soon as he had put in a stock of goods and advertised a special line his competitors would offer a parallel line much lower than he could buy them; consequently his goods remained unsold. He recommended that the manufacturers get together and agree on some basic price or standard which would insure buyers against loss and enable them to get a fair profit. Otherwise the business would inevitably be destroyed.

We shall be glad to arrange for a meeting of

members of this branch, at which the matter of prices and the conduct of the business in general may be discussed, and invite communications on the subject.

PERSONAL.

WHEN a man has been happily married for twenty-five years he is entitled to a celebration. Charles R. Jacques, who has charge of the clock department at Bawo & Dotter's, came home from his second honeymoon last Tuesday. The event assumed the nature of a family gathering at Williamsburg, W. Va., the home of his father-in-law Henry Mouquin, the well-known restaurant man, who presented Mr. Jacques with an oil portrait of Mrs. Jacques of which he is very proud. The pair then visited Chicago and other points. At the Windy City they entertained Paul Fueslein with a dinner at a famous French restaurant. That it was done in style will be understood by anyone who knows Mr. Jacques.



Thos. G. Jones returned from Pittsburgh on Tuesday, where he went to attend the funeral of his sister.



Edward Boote, who has experienced a lot of vicissitudes in getting accommodations for his homeward passage, is now booked to sail from Europe on the Celtic July 4. James B. Boote, who is awaiting his father's return to make his visit to England, will start July 16 if all goes well.



Geo. Heisler, Western representative of B. F. Drakenfeld & Co. at East Liverpool, is in town for a week or so.



Albert Rothschild, who is in Europe for L. Frank & Co., East Sixteenth street, arranging for new lines, is expected back in August.



E. W. Schulze is homeward bound from the South by steamer after his long spring trip for H. C. Kupper, and is due to arrive this week.



W. P. Garvin, who traveled at one time for the Rowland & Marsellus Co. and Robt. Slimmon & Co., is now located at Winnipeg, Manitoba, as a manufacturers' agent.



When the old school salesman gets down to hard work with an idea of making a record the younger men must look to their laurels. Warne H. Creveling has so far this year increased his sales by twenty-five per cent, and, more remarkable still, says he has

done it on a ten per cent reduction of expenses. What "Pop" doesn't know about the selling game is not of much account.



Merrill Bros., Newark, N. J., had a representative in the District looking for new glass shapes and novelties adapted for silver-deposit.



Wm. D. Dougherty, New York manager of the Consolidated Lamp and Glass Co., is away in Canada, and judging from the bunch of orders coming from him by every mail is having a very pleasant time of it.



H. M. Brewster, of Bayshore, L. I., was here stocking up for his summer trade, which he says bids fair to beat all previous years.



George Paris, of the Paris Sterling Co., was in the District on Tuesday hurrying up deliveries of blanks for silver-depositing. This branch of the glass business seems to be very active.



The Curran Dry Goods Co., Waterbury, Conn., was represented in the District during the week by G. W. Hoagland, who placed good orders for glass-ware.



C. J. Gillen was buying for W. E. Waller, of Rutherford, N. J., this week. His employer, Sir William, has gone to Ireland to claim the 65,000 acres and 128 houses to which, with the baronetcy, he recently fell heir.



Geo. Izen, buyer for Meyer Bros., Paterson, N. J., paid a visit during the week to the District, leaving welcome orders in his wake.



L. J. Navra, of Seattle, Wash., who has been visiting his old home in New Orleans, called at Chicago and St. Louis on his way back to Seattle this week. In a letter to S. Sipser, this city, he says that business conditions in the Northwest are in excellent shape and that trade with him is booming.



W. S. Pitcairn arrived home on the Caronia this week.



C. M. Hearst, buyer for the Moorhouse & Wells Co., Decatur, Ill., who is staying at the Hotel Astor, caused many of the agents to rub their hands with glee this week when he visited their showrooms.



While boarding a trolley car at Scranton, Pa., recently, Raymond W. Fiske, traveling for Consolidated Lamp and Glass Co., wrenched his ankle badly and in

consequence had to relinquish his journey and return home, where he is now nursing the injured member.



Frank A. Smith is the new buyer for Gilchrist & Co., Boston.



I. Klinert has been appointed housefurnishing buyer for the Fourteenth Street Store in place of H. Kalisch, who relinquished the position recently. Mr. Klinert had been assistant buyer in this department for some time and had earned the promotion.

REMARKABLE PROGRESS.

FEW firms can show such a rapid rise to business prominence as C. B. & J. Warner, 47 Warren street. In 1905 they started in the Para Building in an upstairs room. They soon discovered that a ground floor would be better, so they moved to 55 Park Place, taking space at the rear of Paul Joseph's showroom. They remained here one year after, which they removed to 19 Park Place, where they had a whole store to themselves. After two years here they moved to their present location, where they have been for nearly four years.

C. B. Warner had an interest with A. H. Hoag & Co., and the valuable experience there gained fitted him to operate for himself. J. Warner's knowledge was obtained through his two years' employment by a prominent glass man in the District.

The fact that these two young men started seven years ago on nothing and to-day have upwards of \$100,000 assets shows what energy and pluck applied in an intelligent manner can accomplish. They have set an example to all the young men in the District.

A CHANGE WHICH MEANS PROGRESS.

THE Pennsylvania China Co., Ford City, Pa., which has a capacity of twenty-four general ware kilns and twenty-four decorating kilns, will in the future negotiate the sale of its goods direct through its own salesmen. For several years the Cook Pottery Co. of Trenton, N. J., has sold the output of this company, but the relations will be severed by mutual agreement July 1. This will enable both concerns to give closer attention to their respective local interests.

The Pennsylvania China Co. is controlled by large financial interests whose determination is to make it the very best institution of its kind. Col. W. F. Ellisson, the well-known veteran salesman throughout the West, has been employed as general sales manager and is daily receiving congratulations from his many friends who have been advised of his new connection. The company will engage the most com-

petent corps of salesmen they can find, and with their almost unlimited capacity will surely have to be considered as a strong factor in the pottery business from this time on. In addition to the many desirable open stock patterns heretofore shown, an entirely new line of decorations is ready for the fall campaign. Colonel Ellisson is enthusiastic over the arrangement, and especially concerning his new line of samples. He will soon start on his summer tour for fall business, and is confident of the best trip of his life.

Trade is good at present, and there will be no Fourth-of-July shut-down beyond the time necessary for an inventory. All preparations have been made for the largest fall trade in their history.

BRIGHTLY LIGHTED WINDOWS ATTRACT.

THE object of a store window is to advertise, not only by day but also by night, the stock within.

The hours after dark are the most valuable of the whole twenty-four for advertising purposes, if a window is properly lighted.

People on the street are at leisure to note its contents, and many persons will make it a point to cross a street to see what may be displayed in a particularly bright window on the other side of the way.

Thousands are employed during the day whose chance for observing window displays comes only after their business hours. The streets are filled after closing time with people either going home or to some place of amusement. It is the experience of merchants who have brilliantly lighted windows that customers will come back one day inquiring for goods they have seen in the window the night before.

GRADING CHINA IN GERMANY.

IN Germany porcelain articles are sorted into four different grades, says Consul General Frank Dillingham, of Coburg—good, middle, fair, and poor. In tableware there is, besides these four classes, usually a fifth, known as “bruch,” or breakage.

As articles coming under the first group are only the exceptionally fine, porcelain sold as being first grade is usually sorted so as to run from first to second grade. Purchasers and consumers now understand more about the different grades of porcelain than formerly and expect such a good quality even in the third grade that a higher class of excellence is scarcely possible. Consequently the term “third selection” is really generally understood in business circles as meaning a good or better grade of porcelain ware.

The fourth grade means about the same as defective ware, although this is a very good selling

article for the tableware factories that supply the German home market, and, being of a somewhat better quality than usually comes under the heading “fourth class,” could really be called a medium quality. The poorest assortment bears simply the name “breakage.” Strictly speaking, this title is not applicable, for broken articles are not even salable. The characteristics of such breakage may be small, or sometimes larger, cracks in the rims or edges, out of shape or very yellow ware, pieces streaked or discolored with iron, etc.

Prices for the different grades can be found by following the general rule for sorting goods. The following calculation represents the cost of manufacturing 12 table plates, 25 centimeters (9.84 inches) in diameter:

Raw materials.....	8 cents.
Wages.....	6 “
Burning, including cost of work.....	16½ “
Expenses of management (40 per cent).....	12 “
	<hr/> 42½
Breakage in kiln.....	1½
Other breakage.....	4½
Loss in bad ware.....	2
	<hr/> 8
Total.....	<hr/> 50½

The cost price of a dozen unsorted plates would therefore be 50½ cents. Assuming that the factory manufactures a table plate that is up to the quality made by the average factory, two out of every 100 would probably come under class 1, ten under class 2, thirty under class 3, and fifty-eight under class 4.

Approximately the prices of the various qualities would be 50½ cents per dozen unsorted, equaling 4.2 cents per piece or \$4.20 per 100 pieces. This, divided into grades, would be as follows:

2 pieces, first quality, at 8.5 cents....	\$0.17
10 pieces, second quality, at 6.2 cents..	.62
30 pieces, third quality, at 4.75 cents....	1.42
58 pieces, fourth quality, at 3.44 cents...	1.99
Total.....	<hr/> \$4.20

A profit or gain is not included in the prices of the plates, and must therefore be added to the foregoing figures.

THE OLD PHILOSOPHER.

“YOU can’t get the best by hoping for it,” said the Old Philosopher. “You’ve got to hit the rock to make the water flow and turn the soil to catch the gleam of the golden nuggets; but few of us learn this until late in life; we stand at the forks of the road in wintry weather and wonder which road leads to the Poor Farm. It’s a rough way to Easy Street, and that’s why we linger at the wayside inn and dance when we should be doing. However, it’s mighty cold weather now, and you might as well pass the sugar and—the other ingredients.”

Around the Glass and Lamp Factories.

Pittsburgh and Vicinity.

There is a great rush to get orders filled in all the glass factories before the fires are drawn on Saturday. In a great many instances it will be impossible to get all June shipments off according to specifications, with the result that many buyers will be found short of stock. Especially is this true of the blown and stemware and etched lines. Jobbers in soda fountain ware are telegraphing: "Hurry our orders! we are out." While the manufacturers are doing their best to accommodate the trade, the volume of business is just a bit more than can be filled conveniently.

C. A. Couse, for many years salesman for the Greer & Milliken Co., has left that concern and will hereafter travel Western Pennsylvania, Eastern Ohio and Northern West Virginia for the F. F. DeBolt Glass Co., of East Liverpool.

A new buyer for the better grades of electric and gas shades is found in the Architectural Bronze Co., which has opened a suite of offices in the Jenkins Arcade, where an elaborate line of electric and gas fixtures are assembled.

The factories of the United States Glass Co. will not remain inactive any longer than is necessary to take inventories and make needed improvements. The time may vary from a week to fifteen days—depending upon the extent of the repairs to be completed, after which operations will be resumed as quickly as possible.

Quigley Hamilton, Western salesman for the Tarentum Glass Co., came up from his home at Wellsburg, W. Va., last week and spent a few days in the district.

When a well-known glass manufacturer was asked what he considered the best sellers this season he said: "Tumblers are going big; the demand for lamps for fall shipment is all that could be expected, and some heavy deliveries have already been made on these lines; vases have had an excellent call, all lines going well, from the cheap to the costly sizes and designs; crystal tableware has been fairly active; dec-

orated tableware has been a big seller in the South; the demand for soda fountain lines was never as brisk as has been experienced this season, and orders are still continuing good."

Mr. Koehl, with Hamburger & Sons, Los Angeles, Cal., is due here this week to visit the glass sample rooms.

Something new was shown in the district this week—the "Jackson Sanitary Glass Knife," made under a patent. The item is pressed, and the blade part then ground to a keen edge. It is claimed that the knife will not corrode, and is especially serviceable for cutting lemons, oranges and other acid fruits.

A catalogue illustrating and describing the new fancy etched and cut patterns of the United States Glass Co. will be issued early next month.

Harry Duncan, of the Duncan & Miller factory at Washington, Pa., was in the district last week. Although suffering from a severe cold, he continues busy.

The Pittsburgh Lamp, Brass and Glass Co. is having an exceptionally strong demand for its new "Havana" lighting glassware—the latest creation of this company. Orders for the line are coming in from all parts of the country, with the result that the manufacturing department is very busy.



The possibility exists that the plant of the Haskins Glass Co., now located at Martin's Ferry, O., may be removed to this city. Dr. T. M. Haskins, president of the company, has been in conference here with committees representing the local Chamber of Commerce with this end in view.



Contrary to the usual custom at this season of the year, the plant of the Bellaire Bottle Works will continue operations throughout July and take its vacation in August. Large orders requiring immediate attention necessitate this action.

BUSINESS CONDITIONS IN BOHEMIA.

A RECENT consular report from Bohemia, while avowing the generally prosperous state of the china industry, comments upon the significant fact that trade with the United States is far from satisfactory. This is undoubtedly due to the increased excellence of our home product. The report also notes that the Leipzig Fair, which is a sort of commercial barometer throughout Europe, has been disappointing from a crockery and glass point of view for the last two years.

Bohemian trade in fine engraved and cut glass is hampered by the unsatisfactory labor conditions which exist practically throughout Europe, and the tension is further increased by the rapidly-increasing cost of raw materials. Nevertheless the demand for really artistic glassware is greater than ever, and we are still Bohemia's best customer.

AT CHICAGO.

CONVENTION week in Chicago was a distinct disappointment. There were plenty of fireworks, frenzied oratory and steam rollers, but the anticipated visits of crockery and glass buyers did not materialize. The result was that business was exceptionally quiet and there was plenty of time for everybody to take in convention sessions and view all the political celebrities at close range.

After seven weeks of wrangling it is now announced that the 6,000 freight handlers who went out on strike May 1 are willing to return to work upon any conditions the railroad companies may name. This is welcome news, as the tie-up resulted in exasperating delays of freight shipments.

E. D. Austin, of the Austin Co., Battle Creek, Mich., was here last week and placed a number of orders.

J. M. McCutcheon, of the housefurnishing department of Gimbel Bros., Milwaukee, spent the week in Chicago.

J. B. Thomas, with A. L. Swanson, Evansville, Ind., was a visitor here during the convention.

The Imperial Glass Co., E. W. Newton representative, is to have a display in one of the buildings at the semi-annual furniture exposition to be held here during July.

"Ed" Bering, local agent of the Crooksville (O.) China Co., is back from a trip to the factory.

C. L. Miller, Bloomington, Ill., placed orders

with cut glass houses while attending the convention last week.

Dr. D. C. Courtney and W. E. Hunter, of the Economy Tumbler Co., were in Chicago to watch the boiling of the political pot.

George E. Savage, president of the Manning-Bowman Co., was in the midst of the political fight all week, being a delegate from Connecticut.

H. A. Marshall, of the Fostoria Glass Co., is back at his office after a two-weeks trip to New York and the factory at Moundsville, W. Va.

F. S. Pickles left Chicago last week for a fortnight's trip through Southern territory.

C. O. Milligan, for three years traveling salesman for the Zanesville Art Pottery Co., with headquarters in Chicago, has bought a controlling interest in the stoneware manufacturing firm of Clark Bros Co., Crooksville, O., which, recently went into the hands of a receiver. Mr. Milligan is but twenty-five years old and will have the distinction of being the youngest manufacturing head in the country.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g June 8, '12	Correspond- ing period 1911	Exports Jan. 1 to June 8, '12	Correspond- ing period 1911
Boston	80	194	2860	3862
New York	125	284	3463	3953
Baltimore	94	120	3401	5537
Philadelphia.	45	....	1528	2274
New Orleans.....	....	76	345	471
Newport News....	....	....	48	26
San Francisco ..	62	....	609	123
Portland (Me.)...	....	....	608	545
Galveston (Or.)...	....	5	219	444
Portland (Or.)...	....	....	102	....
Inland Points ..	2	16	219	874
Total ..	408	695	13412	18109

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

TO	Shipments week end'g June 8, '12	Correspond- ing period 1911	Exports Jan. 1 to June 8, '12	Correspond- ing period 1911
New York	125	297	3532	3742
Boston	80	194	2860	3801
Philadelphia.	45	....	1517	2250
Baltimore	94	120	3401	5532
San Francisco ..	62	....	609	96
New Orleans....	....	76	348	420
Portland (Me.)...	....	....	693	389
Galveston .....	....	5	219	444
Newport News....	....	....	45	26
Portland (Or.)...	..	....	102	....
Inland Points	8	..	241	235
Total	414	692	13567	16935

Among the Potteries

East and West

East Liverpool and vicinity

Pottery manufacturers are now devoting their attention to revising dinnerware lines and specialties for the balance of the year.

Two new dinner shapes will be shown fall buyers, one from the D. E. McNicol Pottery Co. now being ready, while the creation of the McNicol-Corns plant at Wellsville will be ready in about six weeks. In addition to these several manufacturers are planning new shapes for the 1913 trade; but of course these will not be ready until late in the year. Not many new specialties will be shown during the mid-season, except in calendar plaques, on which one or two manufacturers are specializing for the fall trade.

* *

Joseph G. Lee, for many years connected with the Knowles, Taylor & Knowles Pottery Co., and now general manager of the Potters' Mining and Milling Co., has just purchased an interest in the Risinger Manufacturing Co., of this city, the largest dealers in lighting devices and lighting glassware in the Upper Ohio Valley, and has assumed the treasurer-ship of the concern.

* *

Willard R. Morris, late traveling representative in the Middle West for the K. T. & K. Co., will next Monday assume the positions of general manager and secretary-treasurer of the Globe Pottery Co. Mr. Morris, accompanied by his wife, has just returned from a fortnight's vacation in Michigan.

* *

The buying of white ware and decorating it is getting to be quite a business and the latest plant of the kind has just been erected in Cleveland, O., by Schlessinger & Co., who have been occupying a part of the William Brunt Pottery Co.'s plant. One double decorating kiln has been erected and another is planned. Bulk white ware is being bought from local manufacturers by the Cleveland company.

* *

Charles A. Smith, who recently retired as a stockholder in the Edwin M. Knowles China Co., and who is also interested with his brother, Will L. Smith, in the Taylor, Smith & Taylor pottery at Chester, W. Va., presented a proposition to local and

Chester business men last week by which he said if a market could be found for 150 building lots a fifteen-kiln pottery might be erected in Chester. It is very unlikely that the scheme will go through.

* *

T. A. McNicol, sales manager for the Potters' Co-operative Co., while on a business trip to Chicago attended the Republican National Convention, and says that it was "certainly some crowd" that he got into.

* *

Official announcement has just been made that C. L. Gray, formerly credit man and bookkeeper for the Goodwin Pottery Co., has been made assistant to President Jerome Hill, of the Pennsylvania China Co., at Ford City, Pa. He will assume the position July 1 upon the retirement of Charles Howell Cook from that company. W. F. Ellisson will at the same time assume the position of manager of the sales department at this plant, withdrawing from the Cook potteries. Mr. Ellisson will have several assistants later in the season. Thomas Hill, formerly of East Liverpool, will continue as manager of the manufacturing department. At the office of President Hill in the Colonial Trust Co., Pittsburgh, it was said that as soon as business justified the company would in all probability operate the Kittanning pottery, now idle.

* *

Because of the rush of business the company has experienced, the Owen China Co., at Minerva, O., has completed an additional glost kiln. Throughout the past six months this plant has been operated to its capacity under the direction of General Manager Charles W. Foreman.

* *

Pottery manufacturers expect quite a number of buyers to visit the district soon after July 4. From the manner in which orders have been coming in it is evident that retail stocks are low, and with the political conventions out of the way merchandise men will permit heads of departments to order on a more liberal basis.

* *

The Belmar China Co., has been incorporated at East Liverpool with a capital stock of \$250,000. Incorporators: C. D. Crawford, C. E. Huss, and B. H.

Pusey. W. M. Lofland, with other Philadelphia and Pittsburgh capitalists, are the backers of the new company.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
June 25, 1912.

ANTWERP

81 packages glassware.....	B Gunthel
4 " "	Strobel & Wilken Co
87 " "	Miscellaneous Orders
15 " earthenware	Bawo & Dotter
6 " "	E R Theiler
16 " "	Koscherak Bros
69 " "	O Goetz
8 " "	DeKeyser & Co
25 " "	L Straus & Sons
14 " "	Miscellaneous Orders
14 " chinaware.....	Vogt & Dose
5 " toys	B Illfelder & Co
1 " "	C B Rouss
44 " "	Strobel & Wilken Co
35 " "	Miscellaneous Orders

BREMEN

81 packages chinaware.....	Strobel & Wilken Co
4 " glassware.....	" "
25 " "	Miscellaneous Orders
10 " earthenware.....	Geo Borgfeldt & Co
182 " toys.....	Strobel & Wilken Co

COPENHAGEN

15 packages earthenware.....	Bawo & Dotter
14 " "	Miscellaneous Orders

LIVERPOOL

5 packages earthenware.....	The Rowland & Marsellus Co
13 " "	H C Edmiston
32 " "	Meakin & Ridgway
30 " "	Maddock & Miller
1 " "	W S Pitcairn
6 " "	E Boote
9 " "	Fondeville & Van Iderstine
2 " "	F W Woolworth
2 " "	W H Plummer
4 " "	R Slimmon & Co
2 " "	Miscellaneous Orders
19 " toys.....	Geo Borgfeldt & Co

YOKOHAMA

23 packages chinaware.....	Morimura Bros
68 " "	Miscellaneous Orders

HAMBURG

78 packages glassware	Fensterer & Ruhe
2 " "	J Wygand & Co
13 " "	Lazarus & Rosenfeld
48 " "	Kmy-Scheerer Co
224 " "	Eimer & Amend
78 " "	L Straus & Sons
29 " "	Strobel & Wilken Co
829 " "	Miscellaneous Orders
31 " earthenware.....	Geo Borgfeldt & Co
7 " "	O Goetz
5 " "	F Bing & Co
4 " "	Koscherak Bros
43 " "	Bawo & Dotter
13 " "	Fensterer & Ruhe
23 " "	L D Bloch & Co
9 " "	J Palme
4 " "	N Wapler
7 " "	E Butler
109 " "	Miscellaneous Orders
70 " chinaware.....	Strobel & Wilken Co
11 " toys.....	B Illfelder
4 " "	Bawo & Dotter
104 " "	Strobel & Wilken Co
120 " "	Miscellaneous Orders

ROTTERDAM

212 packages earthenware	Geo Borgfeldt & Co
49 " "	L Straus & Sons
56 " "	Lazarus & Rosenfeld
17 " "	L D Bloch & Co
3 " "	C B Rouss
21 " "	Miscellaneous Orders
31 " glassware.....	Graham & Zenger
5 " "	Miscellaneous Orders
290 " toys.....	B Illfelder & Co
60 " "	A Steinhardt & Bro
25 " "	Samstag & Hilder Bros
14 " "	F A O Schwartz
197 " "	Miscellaneous Orders

FIUME

4 packages toys.....	Strobel & Wilken Co
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GLASGOW

18 packages glassware.....	H A Rogers & Co
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LIMOGES

207 packages chinaware.....	Theodore Haviland & Co
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IMPORTS AT PORT OF BOSTON.

LIVERPOOL

29 packages earthenware.....	Jones, McDuffee & Stratton Co
58 " "	Mitchell, Woodbury Co
6 " "	Rowland & Marsellus Co
4 " "	E Boote
4 " "	Stone & Downer Co
9 " "	A W Chesterton
2 " "	Richard Briggs Co
1 " "	Houghton & Dutton
25 " "	American Express Co
1 " "	Burbank Douglass & Co
1 " "	Bigelow Kennard & Co
12 " "	Miscellaneous Orders

BUSINESS BRIEFS.

The Western States Porcelain Co. has been incorporated at San Francisco with a capital stock of \$100,000.

The department store formerly owned by Mr. Hasie on Hester street, Roscoe, N. Y., has been opened anew under the direction of Mr. Greenberg.

The former plant of the New Castle (Pa.) Pottery Co. will be offered for sale at auction July 16, together with a quantity of raw material and a stock of vitreous hotel china.

The Goerke Co. have filed plans for the erection of a \$175,000 six-story department store at 151-155 Market street, Newark, N. J. This building will adjoin their old premises.

It is possible that the Woodbury glass factory at Shirley will shortly be removed to Winchester, Ind. The matter is at present being discussed by the Winchester Business Men's Association.

With the steady increase in business it has become necessary for Watt, Rettew & Clay to enlarge their department store at Norfolk, Va. They have

leased three stores adjoining their premises on Granby street, and these will be immediately remodeled.

* *

The Kresge 5 and ten cent store now being erected at Waycross, Ga., will be completed before the end of this month. It will be one of the largest in the city and occupies a location in one of the main business sections.

* *

C. B. Dockstader & Co., proprietors of the Fair Store, in East Des Moines, Ia. will go out of business voluntarily. The desire of several members of the Dockstader family to retire from active business is the cause of this decision.

DANIEL C. RIPLEY.

IN the death of Daniel C. Ripley, briefly stated last week, the trade lost one of its foremost manufacturers. He did more for the glass business than any other man we know of. He was an inventor, introducing many novel and useful ideas, and a thorough business man of unquestioned integrity. He was wise in counsel, modest in demeanor, democratic in



DANIEL C. RIPLEY AT THE AGE OF FIFTY.

habit, and quick to help in time of need. The esteem in which he was held is shown by the fact that he served as president of the Association of Flint and Lime Glass Manufacturers for nearly thirty years.

Mr. Ripley had been ill for several years, and while it was expected that he could not long endure the strain upon his once vigorous constitution, the grief of his many friends was none the less sincere and profound. He possessed unusual vigor during the greater part of his life, and his splendid physical and mental condition enabled him to grasp and master some of the most important problems that have ever faced any man in any business. But as his life advanced the strain began to have its effect.

Notwithstanding, he worked on, as far as his failing health permitted, until the end.

Daniel C. Ripley was one of the best known men in the whole trade, and his departure to the Unseen leaves a void which will be hard to fill.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (30 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMEN WANTED—Men who call on the house furnishing, crockery, glass, china, lamp, toy, trunk, bag and sporting goods trade in Greater New York and vicinity, to handle house furnishing specialties and kindred lines. Good opportunity for live men. Address N. H. F. T. E., this office.

WANTED—Traveling salesmen for side line of salable brass articles for department, stationery and novelty stores. Liberal commission. Address Box 804, this office.

WANTED—First-class, experienced crockery salesmen to represent one of the largest pottery concerns of the United States. Only men whose record will bear scrutiny and who handle a desirable class of trade need apply. First-class goods, variety of decorations, line popular. In reply mention experience and state volume of sales past twelve months. Mention territory covered, and name your best customers. All communications will be regarded as strictly confidential. Address Box 806, this office.

WANTED—Young man with a general knowledge of crockery and glassware business to serve as assistant to the manager of such a department for house located in the Middle West. Address, giving references and previous experience and salary required, Box 807, this office.

SITUATIONS WANTED.

BUYER of fourteen years' experience in crockery, glass, toys and lamps wishes a position where his knowledge and ability will be of value. Highest references as to integrity and honest work. Address Success, this office.

WANTED—Position as salesman of china, bric-a-brac, cut glass, etc. Fifteen years' experience. Best possible references. Have always been a producer in the high-class trade. Address WINNER, this office.

FINKE Cut Glass
45 WEST BROADWAY,
NEW YORK.

New York Wire Frame Co.,

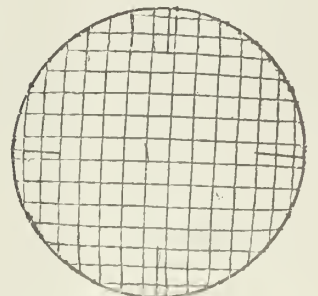
MANUFACTURERS OF



Lamp, Electric and
Candle Shade
Frames of all styles

Wire Meshes for
Silversmiths and
Cut Glass
Manufacturers

and Flower Holders



1237 Broadway, New York.

Bet. 30th and 31st Sts.

Telephone 7423 Madison Sq.

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Grand Special Jug Offer

FOR SUMMER.

Hand-cut and well-finished on heavy lead blanks.

BUZZ STAR PATTERN.



"GRAND."

Two-Pint Size \$1.40 each.

Eighteen to Barrel.

Three-Pint Size \$1.65 each.

Sixteen to Barrel.

Four-Pint Size \$1.90 each.

Twelve to Barrel.

No less than barrel lot sold at above prices. Regular barrel charge. F.o.b. our station.

Order a sample barrel and be convinced and pleased.

Clinton Cut Glass Co.,

INCORPORATED.

Aldenville, Pa.



No. 200. 8-in. Bowl "Narcissus."

The Herbeck-Demer Co.,

PRODUCERS
OF

HIGH-GRADE CUT GLASS,

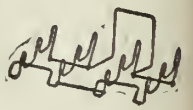
Hallstead, Pa.

We produce this design in every conceivable shape and article. Sample orders have invariably brought duplicates. Get into line and let us send you a couple of pieces to convince you of the beauty of the "Narcissus."



Brass and

Rubber Covered



EASELS, PLACQUE HANGERS, Etc.

Our new catalogue will be sent on request.



ABELS & CO.

Manufacturers,

460 West Broadway, New York.



OF THE
UNIVERSITY OF MICHIGAN

CROCKERY AND GLASS JOURNAL

75. No. 26

NEW YORK, JUNE 27, 1912

\$2 per Year



SEE THAT
WELD?

K.T.&K.
S—V
CHINA

Plymouth Rock Berry Set.

A finely finished and highly fire-polished pattern. One we feel sure will please.



4½-in. Round Berry, Cut Bottom.



8-in. Round Fruit Bowl, three feet.

MANUFACTURED BY

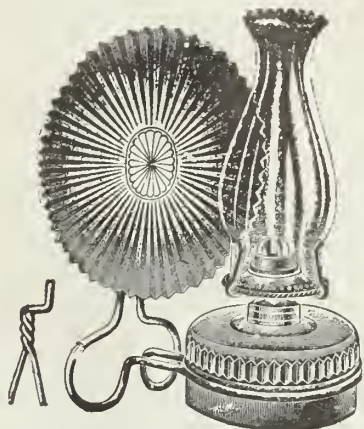
United States Glass Co., PITTSBURGH, PA.



New York, 71-73 Murray St.
Boston, 127 Federal St.
St. Louis, 4th and Market Sts.

BRANCH OFFICES IN
Philadelphia, 11th and Market Sts.
Chicago, 30 E. Randolph St.
San Francisco, 682 Mission St.

Baltimore, 110 Hopkins Place.
Los Angeles, 117 to 123 Winston St.
Denver, 1430 Arapahoe St.



When it comes to KITCHEN LAMPS, there is none so good as our

"JAXON" BRACKET LAMP,

and prices have just been reduced heavily. This is possible by reason of the fact that we now have in operation special machines for making the goods at the lowest possible cost. The frame is made from a heavy steel wire and is finished in our bright lustre finish; very attractive. The spring of the wire grasps the fount firmly and thus makes a safe lamp when being carried about. The reflector is 7½ inch in diameter—made from bright tin and is movable. The light may be thrown in various directions. Very easy to hang this bracket upon any nail or screw, as it is not necessary to "find a hole;" there is none. The bracket seats itself automatically.

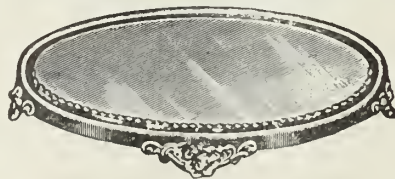
Better have our catalogue where you can refer to it—you may need some Display Racks, Adjustable Easels, Plaque Hangers, etc. Just say the word!

J. B. Timberlake & Sons, Jackson, Mic

MR. BUYER—BEFORE PLACING ORDERS FOR PLATEAUX



No. 501.



No. 44.



No. 515

SEE MINE! I can give you better goods at lower prices than you have ever been able to secure. Silver-plating guaranteed for two years. Glass, first quality. Each packed in separate box. No charge package.

CHARLES BAUM, The Plateau Specialist, 35 Frankfort Street, 'Phone 3524 Beekman New York.

COX & LAFFERTY,

25 Park Place, New York,

SELLING AGENTS FOR THE FOLLOWING FIRMS, AND CARRYING FULL LINES OF SAMPLES.

Imperial glass company, Bellaire, O.

Seneca Glass Co., Morgantown, W. Va.

TAKITO, OGAWA & CO.,

Nogoya, Japan

MANUFACTURERS and IMPORTERS

JAPANESE CHINA AND VASES.

Import Line Now on Display.

75 Per Cent. Profit Can Be Made On

our "Kuruma" assortment of Japanese Vases. All 12 inches high, 12 different shapes and decorations, very liberally traced with gold—very showy. Four each of 12 styles in a case, value 75 cents, at 62½ cents each. SEND for this sample assortment. Illustrated catalogue and price list is yours for the asking.

Chicago, 156 West Lake Street..

T. B. CLARK & CO.,

Honesdale, Pa.

RICH AMERICAN CUT GLASS.

The name of *Clark* on a piece of *Cut Glass* is a guarantee of superior finish and workmanship.

*It's just a little better than the best.
It's just a little cheaper than the rest.*

Our new floral designs are worthy of your consideration.

BONITA ART COMPANY,

Wheeling, W. Va.

Fine French China.

White and Gold and All Gold.

SPECIAL TRIAL ASSORTMENT \$15.

It's a money-maker. Let us send one to you.

ENTERPRISE ENAMEL CO.,

Bellaire, Ohio.

"WHITE STAR" ENAMELED WARE.

Pure, glistening white inside and out. Not too expensive for everyday use. Finest ware made in America to-day. Three-coated on extra heavy steel. Trial orders always result in re-orders. Special inducements on all orders placed now. Illustrated catalogue and price list for the asking.

BUSH GLASS COMPANY,

Lansing, Mich.

Real Cut Glass.

Special \$1.49 sale assortment—twenty-seven large pieces for \$25—consisting of 8-in. bowls, 14-in. ice cream trays, celery trays, 8-in. nappies, mayonnaise and sugar and cream sets. The biggest cut glass value ever offered. Send us your order now. Don't put it off.

MILLS, GARDNER & CO.,

Chicago, Ill.

CUT GLASS FACTORY:
ST. CHARLES, ILL.

LAMP FACTORY:
NAPPANEE, IND.

Complete Line of Cut Glass.

LEAD BLANKS ONLY ARE USED.

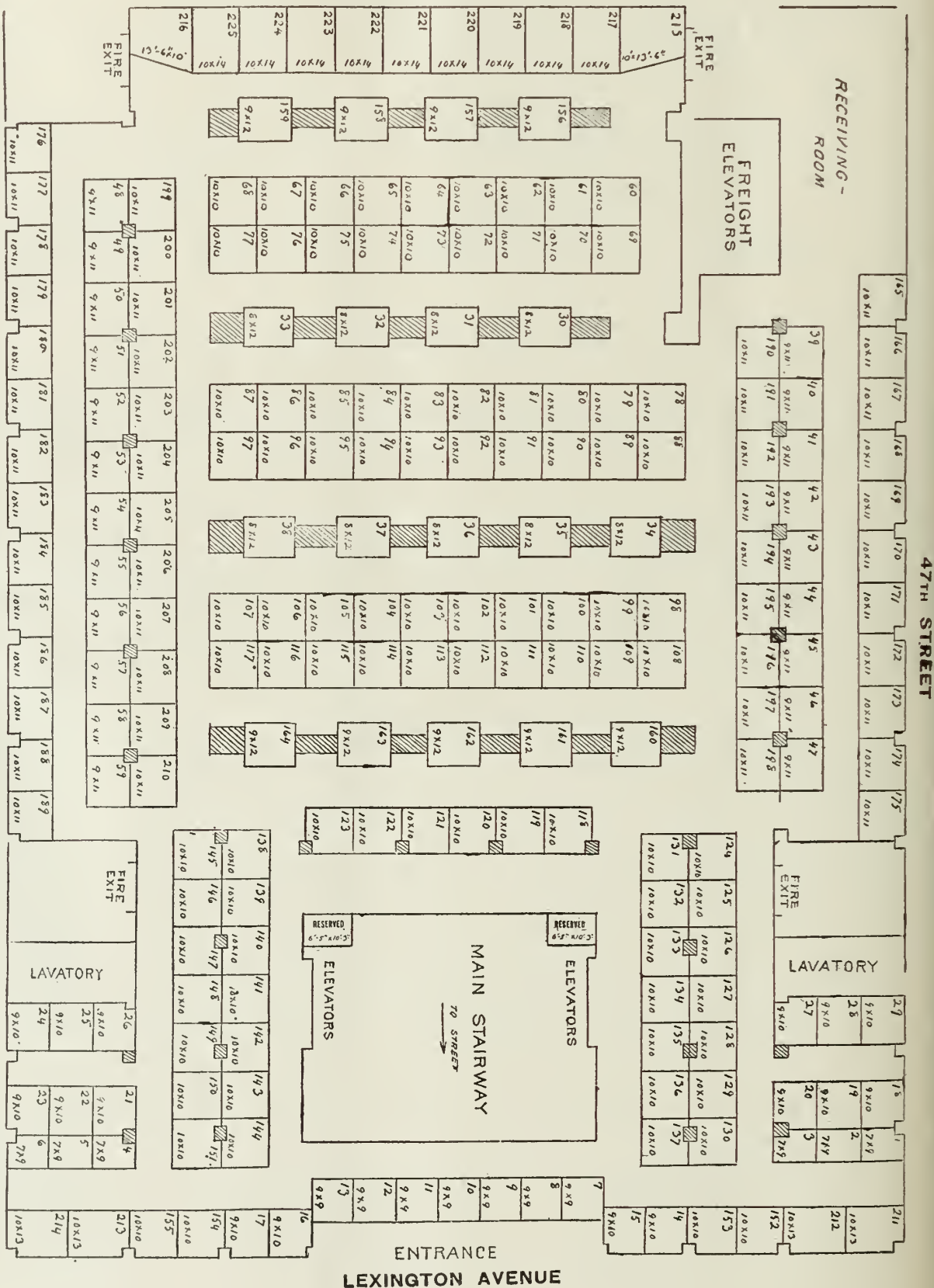
Exclusive patterns, finished in the highest possible manner.

Leaded Art Domes and Shades.

Attractive numbers gotten up to make live sellers.

The capacity of our two factories assures you of right goods at right prices. We must keep busy.

DEPEW PLACE



MAIN FLOOR

Schedule of Booths

Nos. 1 to 6.....	7x9'	\$126.00
Nos. 7 to 13.....	8x9'	162.00
Nos. 14 to 23.....	9x10'	180.00
Nos. 24 to 28.....	8x12'	192.00
Nos. 29 to 38.....	9x10'	270.00
Nos. 39 to 48.....	10x10'	200.00
Nos. 49 to 58.....	9x11'	216.00
Nos. 59 to 68.....	10x11'	252.00
Nos. 69 to 78.....	10x12'	270.00
Nos. 79 to 88.....	10x13'	280.00
Nos. 89 to 98.....	10x14'	280.00
Nos. 99 to 108.....	10x15'	280.00
Nos. 109 to 118.....	10x16'	280.00
Nos. 119 to 128.....	10x17'	280.00
Nos. 129 to 138.....	10x18'	280.00
Nos. 139 to 148.....	10x19'	280.00
Nos. 149 to 158.....	10x20'	280.00
Nos. 159 to 168.....	10x21'	280.00
Nos. 169 to 178.....	10x22'	280.00
Nos. 179 to 188.....	10x23'	280.00
Nos. 189 to 198.....	10x24'	280.00
Nos. 199 to 208.....	10x25'	280.00
Nos. 209 to 216.....	10x26'	280.00

Reservations of the following numbers (seventy-eight, all told) have been made by prominent manufacturers and importers, clearly demonstrating the advisability of quick action on the part of those desirous of obtaining space, before all the most advantageous positions are taken.

Centre—215 to 225 (eleven in all), 67, 68, 76, 77, 88, 92, 93, 94, 96, 97, 34, 37, 38, 100, 101, 102, 108, 110, 111, 112, 113, 116, 117, 160, 161, 162, 163, 164, 118, 119, 120, 121, 122, 123, 131, 132, 138, 139, 141, 144, 145, 7, 8, 9, 13. South Side—204, 205, 206, 209, 210, 59, 4, 5. North Side—39, 40, 190, 191, 192, 193, 194, 195, 196, 197, 198, 46, 47, 3, 108, 109, 97.

FIRST FLOOR PLAN

National House Furnishing Trade Exhibition

August 22 to September 31, 1912

NEW GRAND CENTRAL PALACE
LEXINGTON AVENUE AT 46TH STREET
NEW YORK

Direct Sales Exhibition

of House Furnishings, Crockery, Glass and allied lines to be held at
the

NEW GRAND CENTRAL PALACE

From August 22d to August 31st, 1912.



Grand Central Palace, New York. Home of the August Housefurnishing Exhibit.

A Tremendous Majority Vote.

THE CROCKERY AND GLASS JOURNAL in its issue of May 16 published a test vote from nearly 100 buyers, who do business in all parts of the United States, and the total rating of whose firms by Dun's and Bradstreet's is upwards of \$40,000,000. These men, writing to their trade journal, to which they naturally speak frankly, gave practically a unanimous endorsement of the National House Furnishing Trade Exhibits. A conservative analysis of this vote shows the following remarkable results: 82 of the 93 endorse the National House Furnishing Trade Exhibits, and 14 of these express themselves with extreme enthusiasm. 84 will attend; only 9 say they will not. 90 of the 93 approve the date of the exhibits, which will be held from August 22d to August 31st next.

We have on file in our office many letters from members of the National House Furnishing, Crockery and Glass Association, all of which make it plain that they desire to see in the New York market, from season to season, a National House Furnishing Trade Exhibition where

1—TEMPORARY DISPLAY ROOMS, showing the Latest Fall Goods, will be conducted under one roof by leading manufacturers in all branches of the trade.

2—CONVENTION MEETINGS of the Association, where trade topics can be discussed. Mr. E. D. Garrison, of Sanger Bros., Dallas, Texas, suggests that a

system of ready information as to the actual manufacturers of different house furnishing items be provided by the Association, and also a system by which buyers may have inside information as to the merits of the various new items put on the market, as well as throughout the line generally. The last indicates a practical function of the season exposition.

Where Such a Unanimous Demand is Expressed for Selling Service, There Lies the Path to Ready Sales of Fall Merchandise and Quick Profits.

As T. G. Brocks, of the Consolidated Dry Goods Co., Pittsfield, Mass., writes: "I can do more business at an exhibition in one day than in a week chasing from place to place. Also get in touch with many more lines." This feature of the trade exhibition was emphasized by many buyers, and one man in particular pointed out that, owing to the fact that salesrooms are becoming more and

more scattered in New York, the demand for a trade exhibition in the New York market is greater than ever.

Mr. F. D. Van Arsdale, of Halle Bros. Co., Cleveland, Ohio, voiced the opinion of many buyers when he said: "The idea is good, *if the best houses can be induced to exhibit*. Heretofore they have not done so, and it has not paid me to come."

This attitude on the part of the buyers explains why the leading and representative manufacturers in all branches of the trade this year are signing up space and planning to make extensive exhibits of the Fall products. Already more than half of the main floor is spoken for, and representative manufacturers in all branches of the trade are preparing to make exhibits.

The fact that we have adopted the suggestion of Mr. J. L. Haas, of Stern & Greenberg, of New York City, and are excluding all private visitors, making the exhibition *a strictly trade proposition*, is what has appealed to both manufacturers and buyers, and is what makes the exhibition, as Mr. Haas says, a benefit to all.

Important Notice to Prospective Exhibitors.

Send us first, second and third choice of space promptly. Already we are finding it difficult to satisfy applicants for space, as choice positions are at a premium. The main floor is the most desirable, and if you want to make a striking display of your leading Fall lines on the main floor it is necessary for you to act at once. If you do not, you will be greatly disappointed.

THE NATIONAL HOUSE FURNISHING TRADE EXHIBITS, Inc.,

117-119 East Twenty-Fourth St.,

Telephones—Madison Square 2021-2022.

New York City.

Haviland & Abbot Co.

GDA
FRANCE

29 BARCLAY ST.,
NEW YORK.



OPEN STOCKS—WHITE WARE AND
DECORATED—THIRTY PATTERNS—
DINNERWARE.

Ready for IMMEDIATE DELIVERY.

Haviland & Abbot Co.

29 BARCLAY STREET,
NEW YORK.

Guernsey Earthenware

Brown—White Lined—Enameled

The Sanitary Cooking Utensil. A standard of *superior manufacturing, originality of shapes, excellency of finish.* For these reasons the far-sighted buyer can see the difference—"Guernsey" superiority.

TRADE MARK THAT
INTRODUCED



THE CASSEROLE TO
AMERICA

ON EVERY PIECE.

The largest and most complete line in the world. From Casseroles to Ramekins; family to individual dishes.

WRITE FOR CATALOGUE No. 101. NOW READY.

The Guernsey Earthenware Co.
CAMBRIDGE, OHIO, U. S. A.

Full line of samples at New York—BATES & LADDEN,
65 West Broadway.

FRENCH CHINA—STOCK OR IMPORT.

In addition to our large business for IMPORT we carry, in our New York warerooms, FIFTEEN OPEN STOCK dinner patterns, all equally good values, good sellers, and selected with the greatest care as to salability and price. Sample plate of any or all designs sent on application, or our latest booklet sent on request.

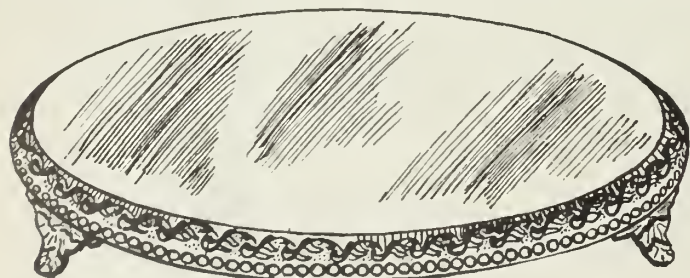
B & Co
FRANCE

Mark on White

L. Bernardaud & C^{ie}
Limoges

Mark on Decorated

L. BERNARDAUD & CO., 50 MURRAY ST., NEW YORK.



No. 50.

Established 1905

A New Plateau that is Very Popular A BIG PLATEAU AT SMALL COST.

Every part brazed; frames well finished and lacquered.

Of *all the plateaux* we have repaired during the past eighteen months, NOT ONE was made by

JOHN E. ROHRBECK, 52 and 54 Grove Street, N.Y.

Send for our circular of summer specials.

Phones: 7314
7074 Spring.

We make mirrors of all descriptions.

FONDEVILLE & VAN IDERSTINE,

IMPORTERS,

37 Warren St. New York,

Sole Agents for

KELLER & GUERIN—French Earthenware.

VERRERIES DE PORTIEUX—Hotel and Bar Glassware.

STANLEY POTTERY Co.—Vitrified Hotel Ware.

JOHN SADLER—Jet and Rockingham Teapots.

ALFRED HACHE & Co.—Fireproof Cooking French China.

BENEDIKT VON POSCHINGER—Roemer's and Fancy Glassware.

REAL CUT GLASS.

No pressed-figured blanks. Every piece hand-made and hand-cut.

OUR



A GUARANTEE.

Fine table glass a specialty. Plain, etched, engraved, floral cuttings and rock crystal ware. Large stock and great variety.

C. DORFLINGER & SONS,

36 Murray St., New York.

Import Samples FOR SALE.

We are now ready to dispose of our import samples in all lines. An inspection is invited, or, if that is not possible, write for lists of what you can use. The lines include China, Glass, Fancy Goods, House-furnishings, Toys and Dolls.

BAWO & DOTTER,

Limited

26 to 34 Barclay St., New York.

Chicago, 315 to 319 West Adams St.

San Francisco, 718 Mission St.

FRY GLASS MEANS QUALITY.

Those who have bought FRY CUT GLASS
buy it again. WHY NOT YOU?

H. C. Fry Glass Company,
ROCHESTER, PA.

FOR
FINE

STEMWARE, TUMBLERS,
CUT BARS,
NEEDLE ETCHED,
PLATE ETCHED,
FANCY GOODS,
HOTEL GLASSWARE.

Beaver Valley Glass Co.,

SEE

Frederick Skelton, 71-73 Murray St., N.Y.

Send In Your Copy!

DURING the period the National Housefurnishing, Crockery, Glass and Lamp Exposition is being held at the New Grand Central Palace, New York, we purpose publishing two SPECIAL EXPOSITION ISSUES of the "Crockery and Glass Journal"—the first on the opening day, August 22, and the second on August 29, when the show is in full swing.

A new cover has been designed for the issue of August 22, and many special features will be included in both numbers.

The names and addresses of firms advertising in these issues will be included in a Directory compiled for the use of buyers while in town, and their locations indicated on a map showing the quickest and best way to get from the Exposition to their (the advertisers') New York Showrooms, together with a suitable "write up" of their goods.

The main feature of this proposition is the illustrating of advertisers' New York Showrooms in our reading columns, thus stimulating possible buyers' curiosity to the extent of a call which otherwise might not be made.

Ninety per cent of the buyers of the country have promised to visit the Exposition. The "Crockery and Glass Journal" will be strongly in evidence there, and every buyer will be personally provided with a copy.

If you are an exhibitor this proposition should appeal to you even more strongly. We need hardly remind you that the earlier we receive your instructions the better position you will secure.



ADVERTISING RATES:

1 page in either issue - - \$25
in both \$45.

½ page in either issue - - \$15
in both \$27.50.

¼ page in either issue - - \$10
in both \$18.



WHAT YOU GET FOR YOUR MONEY:

- 1—Your advertisement.
- 2—Listing in Directory.
- 3—Location of premises indicated on map.
- 4—Illustration of showroom in reading columns, photo (from which we will make cut free) to be furnished by the advertiser.
- 5—Special "write up" of your goods.



ADVERTISING OF A PROGRESSIVE AND UP-TO-DATE NATURE PAYS.

Theodore Haviland

Limoges.
FRANCE.

Theodore Haviland & Co.

NEW YORK

THE FIFTH AVENUE BUILDING

Fifth Avenue, Broadway and 23d Street

MADISON SQUARE

OFFICES :

301, 302, 303, 304, 306, 308, 310, 312,

314. 316 318

GOOD CUT GLASS AT CHEAP PRICES.

It will please buyers to know that in this age of cheap cut glass they can buy RICH and WELL-FINISHED articles at most moderate prices. The mitre, foliage and floral cuttings that we make will stand the closest inspection. For brilliancy of polish our goods are unsurpassed. Our designs are carefully thought out and completed in an artistic manner. The workmanship is all that the most fastidious could desire. Give us an opportunity to prove our statement.

Niagara Cut Glass Company, BUFFALO, N. Y.

New York Office, C. B. & J. WARNER, 47 Warren St.

SEND YOUR ORDERS TO ANY OF THE FOLLOWING SAMPLE ROOMS:

New York, C. B. and J. WARNER, 47 Warren St.
Vancouver, B. C., A. ROBERTS, Mercantile Bldg.

Boston, HARRY B. HOLLIS, 157 Federal St.
Philadelphia, L. TAYLOR, 1116 Chestnut St.

Baltimore, T. J. COPELAND & CO., 10 Hopkins Pl.
San Francisco, B. F. HEASTAND, 718 Mission St.

LES ETABLISSEMENTS GUERIN & CO.

The Largest FRENCH Manufacturers,

LIMOGES, FRANCE.

Wm. Guerin & Co.,

Manufacturers of

FRENCH CHINA.



Our Specialties—Service Plates,
Dinnerware and Hotel Goods.

33 PARK PLACE, NEW YORK.

NEW SAMPLES NOW IN.

J. POUYAT & CO.,

The Oldest FRENCH China Factory.

FOUNDED 1720.

TRADE MARKS

ON WHITE

ON DECOR



Original shapes and designs, especially adapted for exclusive trade.

33 PARK PLACE, NEW YORK.

The China known since 1840 as

Haviland China

is stamped

Haviland
France

Additional stamp on Decorated China

Haviland & Co
Limoges

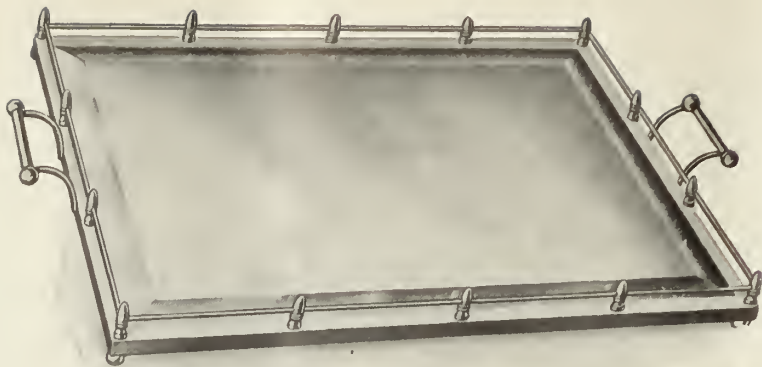
Note Our New Address

Haviland & Co.

Eleven East Thirty-Sixth Street

|| New York ||

"THE LATEST."



The Best Selling Tray on the Market.

THE times are pitiless against those who do not meet the never-ceasing cry for something new. Buyers have found ours a profitable line, because it pleases the sight, and wears to justify the strongest recommendations. Our prices will allow you big profits.

LET US SEND YOU SAMPLE SET OF
SIX TRAYS AT QUANTITY PRICE.

AMERICAN TRAY CO.,

MANUFACTURERS OF

Mirror-Plateau Trays, Hand-Painted Decorated Trays
with Pearl Inlaid Work and Plain Glass Trays,

233 Mercer St.,

New York City.

The Potomac Glass Company,

MANUFACTURERS OF

Lead Blown Glassware,

CUMBERLAND, MD.

We are ready with new goods for 1912, consisting of New Patterns in Deep Plate Etchings and Light Cut Ware in full lines of Stemware, Nappies, Finger Bowls, Sherbets, etc. Goods are right and properly priced.

Full lines of samples can be
seen at our agencies:

THOS. G. EDGE,
66 West Broadway, New York.

C. H. PARSHALL,
409 Granite Bldg., St. Louis, Mo.

J. S. WALKER & CO.,
Northeast Corner
Hanover and Lombard Sts.
Baltimore, Md.

GEO. H. RUTH,
16 N. Sixth St., Philadelphia, Pa.

J. S. DAWES,
95 Pearl St., Boston, Mass.

CENTRAL GLASS WORKS,

Wheeling, W. Va.,

KNOWN AS THE "HOUSE OF QUALITY."

LEADING MANUFACTURERS OF

Hotel and Bar Glassware and Blown Tableware

NEW SHAPES AND DESIGNS FOR 1912 IN

Lead Blown Tumblers and Stemware.

DEEP PLATE ETCHED MONOGRAM and CREST

Work for Hotels and Clubs a Specialty.

REAL QUALITY THAT YOU CAN SELL AT RIGHT PRICES.

BRANCH OFFICES:

New York, A. P. DOCTOR, 66 West Broadway.
Philadelphia, THOS. DOWNS, JR., 610 Denckla Bldg.
Baltimore, GREEN & THOMAS, 33 South Charles St.
San Francisco, HIMMELSTERN BROS., 718 Mission St.
Pittsburg, ELKINS GLASS CO., 210 Fourth Ave.

Denver, BERSBACK MALONEY & CO., 1517 Lawrence St.
Salt Lake City, HAUS-STEWART CO., 146 Southwest Temp.
Cincinnati, THOS. M. LEWIS, 437 Main St.
St. Paul, S. R. MCMASTERS, 632 Endicott Building
Buffalo, E. S. PEASE CO., 611 Main St.



BRYCE BROS. CO., MOUNT PLEASANT, PENN

MANUFACTURERS OF **Fine Blown Lead Glass**

Stemware, Tumblers, Decanters, Carafes, etc. Needle Etched, Cut, Sand Blast
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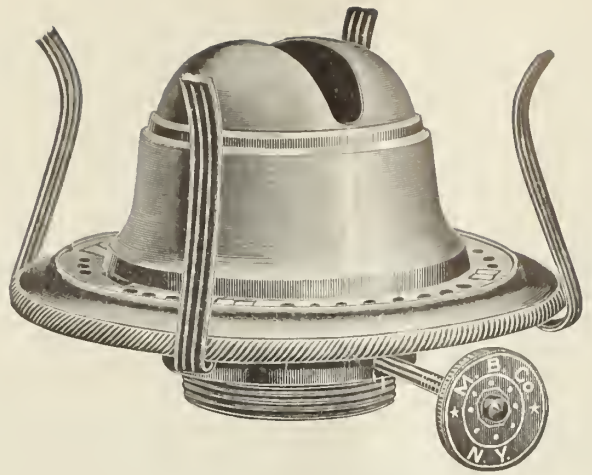
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